

CONTINENTAL SELLING PRICES: AUSTRIA Sch.15; BELGIUM Fr.35; DENMARK Kr.3.5; FRANCE Fr.3.0; GERMANY DM2.0; ITALY L.500; NETHERLANDS Fl.2.5; NORWAY Kr.3.5; PORTUGAL Esc.20; SPAIN Ptas.40; SWEDEN Kr.3.25; SWITZERLAND Fr.2.0; EURO 15p

NEWS SUMMARY

GENERAL

Paper Appeal for aid after gales

A four-year-old dispute between Canterbury District Council and the Environment Department about who should bear the cost of repairing the wall at Whitstable meant that an unexpected wall in tides which caused thousands of pounds worth of damage to the council and private property.

Worst hit appears to have been Margate where the privately-owned pier was destroyed. Chalets, shops and toilets are washed away and signs and street lighting snapped off. At least 17 people are reported to have died in the gales. Page 13

R criticised over fares

British Rail should simplify its fares structure and fare deals, a sharply critical report from the Central Transport Consultative Committee said. Back Page

Soon judge: no more race cases

The judge at the centre of the vlogs, niggers and coons" row did not wish to try similar cases in the future. Judge Sir McKinnon saw Lord Elwyn Jones, Lord Chancellor, and told him he regretted any "inference" that he might have proved of the political aims of the defendant in the race case. Page 13

dry hint on bargaining

The next Conservative Government will move only gradually to free collective bargaining. Sir Geoffrey Howe, shadow Chancellor, said. Page 13

ty flutter

Lottery may be organised by City of London Corporation raise extra finance for public works. Page 13

actor dies

Mr Michael Bates, who played Ram, the Indian leader in the TV series "The Indian", died aged 57.

chool religion

Religious education should continue to be a compulsory subject, Mrs Shirley Lam, Education Secretary, said in a Commons written answer.

ncorde boost

Order operated significantly at airport noise standards in full month of operation. Government report said.

ridwide...

Miner died and 10 injured when a bus plunged into the sea from a railway bridge.

British Airways is to non-stop daily flights to Francisco on May 4.

Soccer club denied it was negotiating to buy a Keegan, English international, who plays for Hamburg.

Viktor Korchnoi, champion chess challenger, might forgo his right to Anatoly Karpov unless his son and son are allowed to join in exile from Russia.

Government ordered reduction of police files on "sensitive" politicians and unionists considered State secrets by Gen. Franco.

Schoolchildren are learning to predict earthquakes, give weather forecasts as part of the country's new basis on scientific education.

Drivers and front-seat engers must wear seat belts in Portuguese towns from tomorrow.

IEF PRICE CHANGES YESTERDAY (Prices in pence unless otherwise indicated)

RISES
15pc 1990...£113 + 4
15pc 1991...£105 + 4
15pc 1992...£105 + 4
15pc 1993...£105 + 4
15pc 1994...£105 + 4
15pc 1995...£105 + 4
15pc 1996...£105 + 4
15pc 1997...£105 + 4
15pc 1998...£105 + 4
15pc 1999...£105 + 4
15pc 2000...£105 + 4
15pc 2001...£105 + 4
15pc 2002...£105 + 4
15pc 2003...£105 + 4
15pc 2004...£105 + 4
15pc 2005...£105 + 4
15pc 2006...£105 + 4
15pc 2007...£105 + 4
15pc 2008...£105 + 4
15pc 2009...£105 + 4
15pc 2010...£105 + 4
15pc 2011...£105 + 4
15pc 2012...£105 + 4
15pc 2013...£105 + 4
15pc 2014...£105 + 4
15pc 2015...£105 + 4
15pc 2016...£105 + 4
15pc 2017...£105 + 4
15pc 2018...£105 + 4
15pc 2019...£105 + 4
15pc 2020...£105 + 4
15pc 2021...£105 + 4
15pc 2022...£105 + 4
15pc 2023...£105 + 4
15pc 2024...£105 + 4
15pc 2025...£105 + 4
15pc 2026...£105 + 4
15pc 2027...£105 + 4
15pc 2028...£105 + 4
15pc 2029...£105 + 4
15pc 2030...£105 + 4
15pc 2031...£105 + 4
15pc 2032...£105 + 4
15pc 2033...£105 + 4
15pc 2034...£105 + 4
15pc 2035...£105 + 4
15pc 2036...£105 + 4
15pc 2037...£105 + 4
15pc 2038...£105 + 4
15pc 2039...£105 + 4
15pc 2040...£105 + 4
15pc 2041...£105 + 4
15pc 2042...£105 + 4
15pc 2043...£105 + 4
15pc 2044...£105 + 4
15pc 2045...£105 + 4
15pc 2046...£105 + 4
15pc 2047...£105 + 4
15pc 2048...£105 + 4
15pc 2049...£105 + 4
15pc 2050...£105 + 4
15pc 2051...£105 + 4
15pc 2052...£105 + 4
15pc 2053...£105 + 4
15pc 2054...£105 + 4
15pc 2055...£105 + 4
15pc 2056...£105 + 4
15pc 2057...£105 + 4
15pc 2058...£105 + 4
15pc 2059...£105 + 4
15pc 2060...£105 + 4
15pc 2061...£105 + 4
15pc 2062...£105 + 4
15pc 2063...£105 + 4
15pc 2064...£105 + 4
15pc 2065...£105 + 4
15pc 2066...£105 + 4
15pc 2067...£105 + 4
15pc 2068...£105 + 4
15pc 2069...£105 + 4
15pc 2070...£105 + 4
15pc 2071...£105 + 4
15pc 2072...£105 + 4
15pc 2073...£105 + 4
15pc 2074...£105 + 4
15pc 2075...£105 + 4
15pc 2076...£105 + 4
15pc 2077...£105 + 4
15pc 2078...£105 + 4
15pc 2079...£105 + 4
15pc 2080...£105 + 4
15pc 2081...£105 + 4
15pc 2082...£105 + 4
15pc 2083...£105 + 4
15pc 2084...£105 + 4
15pc 2085...£105 + 4
15pc 2086...£105 + 4
15pc 2087...£105 + 4
15pc 2088...£105 + 4
15pc 2089...£105 + 4
15pc 2090...£105 + 4
15pc 2091...£105 + 4
15pc 2092...£105 + 4
15pc 2093...£105 + 4
15pc 2094...£105 + 4
15pc 2095...£105 + 4
15pc 2096...£105 + 4
15pc 2097...£105 + 4
15pc 2098...£105 + 4
15pc 2099...£105 + 4
15pc 2100...£105 + 4
15pc 2101...£105 + 4
15pc 2102...£105 + 4
15pc 2103...£105 + 4
15pc 2104...£105 + 4
15pc 2105...£105 + 4
15pc 2106...£105 + 4
15pc 2107...£105 + 4
15pc 2108...£105 + 4
15pc 2109...£105 + 4
15pc 2110...£105 + 4
15pc 2111...£105 + 4
15pc 2112...£105 + 4
15pc 2113...£105 + 4
15pc 2114...£105 + 4
15pc 2115...£105 + 4
15pc 2116...£105 + 4
15pc 2117...£105 + 4
15pc 2118...£105 + 4
15pc 2119...£105 + 4
15pc 2120...£105 + 4
15pc 2121...£105 + 4
15pc 2122...£105 + 4
15pc 2123...£105 + 4
15pc 2124...£105 + 4
15pc 2125...£105 + 4
15pc 2126...£105 + 4
15pc 2127...£105 + 4
15pc 2128...£105 + 4
15pc 2129...£105 + 4
15pc 2130...£105 + 4
15pc 2131...£105 + 4
15pc 2132...£105 + 4
15pc 2133...£105 + 4
15pc 2134...£105 + 4
15pc 2135...£105 + 4
15pc 2136...£105 + 4
15pc 2137...£105 + 4
15pc 2138...£105 + 4
15pc 2139...£105 + 4
15pc 2140...£105 + 4
15pc 2141...£105 + 4
15pc 2142...£105 + 4
15pc 2143...£105 + 4
15pc 2144...£105 + 4
15pc 2145...£105 + 4
15pc 2146...£105 + 4
15pc 2147...£105 + 4
15pc 2148...£105 + 4
15pc 2149...£105 + 4
15pc 2150...£105 + 4
15pc 2151...£105 + 4
15pc 2152...£105 + 4
15pc 2153...£105 + 4
15pc 2154...£105 + 4
15pc 2155...£105 + 4
15pc 2156...£105 + 4
15pc 2157...£105 + 4
15pc 2158...£105 + 4
15pc 2159...£105 + 4
15pc 2160...£105 + 4
15pc 2161...£105 + 4
15pc 2162...£105 + 4
15pc 2163...£105 + 4
15pc 2164...£105 + 4
15pc 2165...£105 + 4
15pc 2166...£105 + 4
15pc 2167...£105 + 4
15pc 2168...£105 + 4
15pc 2169...£105 + 4
15pc 2170...£105 + 4
15pc 2171...£105 + 4
15pc 2172...£105 + 4
15pc 2173...£105 + 4
15pc 2174...£105 + 4
15pc 2175...£105 + 4
15pc 2176...£105 + 4
15pc 2177...£105 + 4
15pc 2178...£105 + 4
15pc 2179...£105 + 4
15pc 2180...£105 + 4
15pc 2181...£105 + 4
15pc 2182...£105 + 4
15pc 2183...£105 + 4
15pc 2184...£105 + 4
15pc 2185...£105 + 4
15pc 2186...£105 + 4
15pc 2187...£105 + 4
15pc 2188...£105 + 4
15pc 2189...£105 + 4
15pc 2190...£105 + 4
15pc 2191...£105 + 4
15pc 2192...£105 + 4
15pc 2193...£105 + 4
15pc 2194...£105 + 4
15pc 2195...£105 + 4
15pc 2196...£105 + 4
15pc 2197...£105 + 4
15pc 2198...£105 + 4
15pc 2199...£105 + 4
15pc 2200...£105 + 4
15pc 2201...£105 + 4
15pc 2202...£105 + 4
15pc 2203...£105 + 4
15pc 2204...£105 + 4
15pc 2205...£105 + 4
15pc 2206...£105 + 4
15pc 2207...£105 + 4
15pc 2208...£105 + 4
15pc 2209...£105 + 4
15pc 2210...£105 + 4
15pc 2211...£105 + 4
15pc 2212...£105 + 4
15pc 2213...£105 + 4
15pc 2214...£105 + 4
15pc 2215...£105 + 4
15pc 2216...£105 + 4
15pc 2217...£105 + 4
15pc 2218...£105 + 4
15pc 2219...£105 + 4
15pc 2220...£105 + 4
15pc 2221...£105 + 4
15pc 2222...£105 + 4
15pc 2223...£105 + 4
15pc 2224...£105 + 4
15pc 2225...£105 + 4
15pc 2226...£105 + 4
15pc 2227...£105 + 4
15pc 2228...£105 + 4
15pc 2229...£105 + 4
15pc 2230...£105 + 4
15pc 2231...£105 + 4
15pc 2232...£105 + 4
15pc 2233...£105 + 4
15pc 2234...£105 + 4
15pc 2235...£105 + 4
15pc 2236...£105 + 4
15pc 2237...£105 + 4
15pc 2238...£105 + 4
15pc 2239...£105 + 4
15pc 2240...£105 + 4
15pc 2241...£105 + 4
15pc 2242...£105 + 4
15pc 2243...£105 + 4
15pc 2244...£105 + 4
15pc 2245...£105 + 4
15pc 2246...£105 + 4
15pc 2247...£105 + 4
15pc 2248...£105 + 4
15pc 2249...£105 + 4
15pc 2250...£105 + 4
15pc 2251...£105 + 4
15pc 2252...£105 + 4
15pc 2253...£105 + 4
15pc 2254...£105 + 4
15pc 2255...£105 + 4
15pc 2256...£105 + 4
15pc 2257...£105 + 4
15pc 2258...£105 + 4
15pc 2259...£105 + 4
15pc 2260...£105 + 4
15pc 2261...£105 + 4
15pc 2262...£105 + 4
15pc 2263...£105 + 4
15pc 2264...£105 + 4
15pc 2265...£105 + 4
15pc 2266...£105 + 4
15pc 2267...£105 + 4
15pc 2268...£105 + 4
15pc 2269...£105 + 4
15pc 2270...£105 + 4
15pc 2271...£105 + 4
15pc 2272...£105 + 4
15pc 2273...£105 + 4
15pc 2274...£105 + 4
15pc 2275...£105 + 4
15pc 2276...£105 + 4
15pc 2277...£105 + 4
15pc 2278...£105 + 4
15pc 2279...£105 + 4
15pc 2280...£105 + 4
15pc 2281...£105 + 4
15pc 2282...£105 + 4
15pc 2283...£105 + 4
15pc 2284...£105 + 4
15pc 2285...£105 + 4
15pc 2286...£105 + 4
15pc 2287...£105 + 4
15pc 2288...£105 + 4
15pc 2289...£105 + 4
15pc 2290...£105 + 4
15pc 2291...£105 + 4
15pc 2292...£105 + 4
15pc 2293...£105 + 4
15pc 2294...£105 + 4
15pc 2295...£105 + 4
15pc 2296...£105 + 4
15pc 2297...£105 + 4
15pc 2298...£105 + 4
15pc 2299...£105 + 4
15pc 2300...£105 + 4
15pc 2301...£105 + 4
15pc 2302...£105 + 4
15pc 2303...£105 + 4
15pc 2304...£105 + 4
15pc 2305...£105 + 4
15pc 2306...£105 + 4
15pc 2307...£105 + 4
15pc 2308...£105 + 4
15pc 2309...£105 + 4
15pc 2310...£105 + 4
15pc 2311...£105 + 4
15pc 2312...£105 + 4
15pc 2313...£105 + 4
15pc 2314...£105 + 4
15pc 2315...£105 + 4
15pc 2316...£105 + 4
15pc 2317...£105 + 4
15pc 2318...£105 + 4
15pc 2319...£105 + 4
15pc 2320...£105 + 4
15pc 2321...£105 + 4
15pc 2322...£105 + 4
15pc 2323...£105 + 4
15pc 2324...£105 + 4
15pc 2325...£105 + 4
15pc 2326...£105 + 4
15pc 2327...£105 + 4
15pc 2328...£105 + 4
15pc 2329...£105 + 4
15pc 2330...£105 + 4
15pc 2331...£105 + 4
15pc 2332...£105 + 4
15pc 2333...£105 + 4
15pc 2334...£105 + 4
15pc 2335...£105 + 4
15pc 2336...£105 + 4
15pc 2337...£105 + 4
15pc 2338...£105 + 4
15pc 2339...£105 + 4
15pc 2340...£105 + 4
15pc 2341...£105 + 4
15pc 2342...£105 + 4
15pc 2343...£105 + 4
15pc 2344...£105 + 4
15pc 2345...£105 + 4
15pc 2346...£105 + 4
15pc 2347...£105 + 4
15pc 2348...£105 + 4
15pc 2349...£105 + 4
15pc 2350...£105 + 4
15pc 2351...£105 + 4
15pc 2352...£105 + 4
15pc 2353...£105 + 4
15pc 2354...£105 + 4
15pc 2355...£105 + 4
15pc 2356...£105 + 4
15pc 2357...£105 + 4
15pc 2358...£105 + 4
15pc 2359...£105 + 4
15pc 2360...£105 + 4
15pc 2361...£105 + 4
15pc 2362...£105 + 4
15pc 2363...£105 + 4
15pc 2364...£105 + 4
15pc 2365...£105 + 4
15pc 2366...£105 + 4
15pc 2367...£105 + 4
15pc 2368...£105 + 4
15pc 2369...£105 + 4
15pc 2370...£105 + 4
15pc 2371...£105 + 4
15pc 2372...£105 + 4
15pc 2373...£105 + 4
15pc 2374...£105 + 4
15pc 2375...£105 + 4
15pc 2376...£105 + 4
15pc 2377...£105 + 4
15pc 2378...£105 + 4
15pc 2379...£105 + 4
15pc 2380...£105 + 4
15pc 2381...£105 + 4
15pc 2382...£105 + 4
15pc 2383...£105 + 4
15pc 2384...£105 + 4
15pc 2385...£105 + 4
15pc 2386...£105 + 4
15pc 2387...£105 + 4
15pc 2388...£105 + 4
15pc 2389...£105 + 4
15pc 2390...£105 + 4
15pc 2391...£105 + 4
15pc 2392...£105 + 4
15pc 2393...£105 + 4
15pc 2394...£105 + 4
15pc 2395...£105 + 4
15pc 2396...£105 + 4
15pc 2397...£105 + 4
15pc 2398...£105 + 4
15pc 2399...£105 + 4
15pc 2400...£105 + 4
15pc 2401...£105 + 4
15pc 2402...£105 + 4
15pc 2403...£105 + 4
15pc 2404...£105 + 4
15pc 2405...£105 + 4
15pc 2406...£105 + 4
15pc 2407...£105 + 4
15pc 2408...£105 + 4
15pc 2409...£105 + 4
15pc 2410...£105 + 4
15pc 2411...£105 + 4
15pc 2412...£105 + 4
15pc 2413...£105 + 4
15pc 2414...£105 + 4
15pc 2415...£105 + 4
15pc 2416...£105 + 4
15pc 2417...£105 + 4
15pc 2418...£105 + 4
15pc 2419...£105 + 4
15pc 2420...£105 + 4
15pc 2421...£105 + 4
15pc 2422...£105 + 4
15pc 2423...£105 + 4
15pc 2424...£105 + 4
15pc 2425...£105 + 4
15pc 2426...£105 + 4
15pc 2427...£105 + 4
15pc 2428...£105 + 4
15pc 2429...£105 + 4
15pc 2430...£105 + 4
15pc 2431...£105 + 4
15pc 2432...£105 + 4
15pc 2433...£105 + 4
15pc 2434...£105 + 4
15pc 2435...£105 + 4
15pc 2436...£105 + 4
15pc 2437...£105 + 4
15pc 2438...£105 + 4
15pc 2439...£105 + 4
15pc 2440...£105 + 4
15pc 2441...£105 + 4
15pc 2442...£105 + 4
15pc 2443...£105 + 4
15pc 2444...£105 + 4
15pc 2445...£105 + 4
15pc 2446...£105 + 4
15pc 2447...£105 + 4
15pc 2448...£105 + 4
15pc 2449...£105 + 4
15pc 2450...£105 + 4
15pc 2451...£105 + 4
15pc 2452...£105 + 4
15pc 2453...£105 + 4
15pc 2454...£105 + 4
15pc 2455...£105 + 4
15pc 2456...£105 + 4
15pc 2457...£105 + 4
15pc 2458...£105 + 4
15pc 2459...£105 + 4
15pc 2460...£105 + 4
15pc 2461...£105 + 4
15pc 2462...£105 + 4
15pc 2463...£105 + 4
15pc 2464...£105 + 4
15pc 2465...£105 + 4
15pc 2466...£105 + 4
15pc 2467...£105 + 4
15pc 2468...£105 + 4
15pc 2469...£105 + 4
15pc 2470...£105 + 4
15pc 2471...£105 + 4
15pc 2472...£105 + 4
15pc 2473...£105 + 4
15pc 2474...£105 + 4
15pc 2475...£105 + 4
15pc 2476...£105 + 4
15pc 2477...£105 + 4
15pc 2478...£105 + 4
15pc 2479...£105 + 4
15pc 2480...£105 + 4
15pc 2481...£105 + 4
15pc 2482...£105 + 4
15pc 2483...£105 + 4
15pc 2484...£105 + 4
15pc 2485...£105 + 4
15pc 2486...£105 + 4
15pc 2487...£105 + 4
15pc 2488...£105 + 4
15pc 2489...£105 + 4
15pc 2490...£105 + 4
15pc 2491...£105 + 4
15pc 2492...£105 + 4
15pc 2493...£105 + 4
15pc 2494...£105 + 4
15pc 2495...£105 + 4
15pc 2496...£105 + 4
15pc 2497...£105 + 4
15pc 2498...£105 + 4
15pc 2499...£105 + 4
15pc 2500...£105 + 4
15pc 2501...£105 + 4
15pc 2502...£105 + 4
15pc 2503...£105 + 4
15pc 2504...£105 + 4
15pc 2505...£105 + 4
15pc 2506...£105 + 4
15pc 2507...£105 + 4
15pc 2508...£105 + 4
15pc 2509...£105 + 4
15pc 2510...£105 + 4
15pc 2511...£105 + 4
15pc 2512...£105 + 4
15pc 2513...£105 + 4
15pc 2514...£105 + 4
15pc 2515...£105 + 4
15pc 2516...£105 + 4
15pc 2517...£105 + 4
15pc 2518...£105 + 4
15pc 2519...£105 + 4
15pc 2520...£105 + 4
15pc 2521...£105 + 4
15pc 2522...£105 + 4
15pc 2523...£105 + 4
15pc 2524...£105 + 4
15pc 2525...£105 + 4
15pc 2526...£105 + 4
15pc 2527...£105 + 4
15pc 2528...£105 + 4
15pc 2529...£105 + 4
15pc 2530...£105 + 4
15pc 2531...£105 + 4
15pc 2532...£105 + 4
15pc 2533...£105 + 4
15pc 2534...£105 + 4
15pc 2535...£105 + 4
15pc 2536...£105 + 4
15pc 2537...£105 + 4
15pc 2538...£105 + 4
15pc 2539...£105 + 4
15pc 2540...£105 + 4
15pc 2541...£105 + 4
15pc 2542...£105 + 4
15pc 2543...£105 + 4
15pc 2544...£105 + 4
15pc 2545...£105 + 4
15pc 2546...£105 + 4
15pc 2547...£105 + 4
15pc 2548...£105 + 4
15pc 2549...£105 + 4
15pc 2550...£105 + 4
15pc 2551...£105 + 4
15pc 2552...£105 + 4
15pc 2553...£105 + 4
15pc 2554...£105 + 4
15pc 2555...£105 + 4
15pc 2556...£105 + 4
15pc 2557...£105 + 4
15pc 2558...£105 + 4
15pc 2559...£105 + 4
15pc 2560...£105 + 4
15pc 2561...£105 + 4
15pc 2562...£105 + 4
15pc 2563...£105 + 4
15pc 2

The week in London and New York

Confusing for gilts

ONLOOKER

MUCH OF the interest shown in equities at the start of the week was centred on the second line issues but official markings were the highest for nearly four months. The gilt market, however, after a bright start was stopped in its tracks by the surprise announcement of a new "long tap" stock. Early gains of up to 1 point were reduced to falls of 1 in dealings after the close.

Sentiment in the equity market was naturally affected while the food retailing sector received a further setback following the Sainsbury price cutting announcement. By Wednesday the selling seemed to dry up and some recovery was seen. This was short lived and in the absence of any support prices drifted sharply lower on Thursday. The poor results from Thorn yesterday pushed leaders a few pence lower but new time being towards the end of dealings left equities slightly higher on balance.

While it was a depressing period for equities the gilt-edged market has had a thoroughly confusing week. Apart from the surprise announcement of a new tap on Monday, rather than on the usual Friday, there was a puzzlingly large rise in the banks eligible liabilities, the main component of money supply. The final twist was provided by the Government expenditure White Paper which left brokers unsure about whether the rise in public spending in the next financial year would be 21 or 81 per cent, or any figure in between. Ironically, the City might not have been so bemused if public spending in the current financial year had been near the planned level. But the outcome now looks like being underspending of around 44 per cent. In real terms, this provides a low base for any comparison with 1978-79, when spending is anyway projected to rise above the level originally planned for this year.

The apparent rise of 61 per

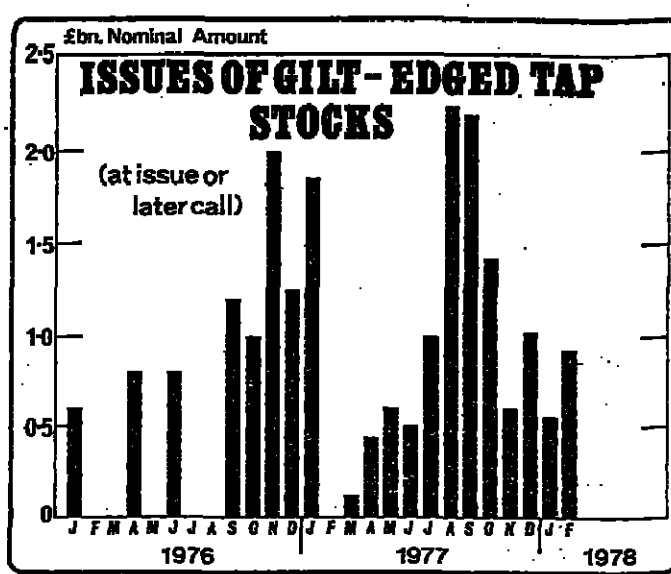
cent. between this year's likely outcome and 1978-79 is, however, misleading. Much of the difference is explained by merely financial items such as the sale of BP shares, and changes in export credit refinancing. The rise in spending of the main departments is likely to be much smaller, especially as there is likely to be some margin of underspending or shortfall next year.

The broad message of the White Paper is fairly comforting for the gilt-market with a projected fall in the borrowing requirement over the next two years and a stated intention of keeping the growth of public spending below the rate of expansion of the economy as a whole. Indeed after some small falls in gilt-edged prices on Thursday the market rallied yesterday afternoon. But there is still some apprehension about what next Thursday's money supply figures will show.

Food price war

News that the High Street price war is hotting up came this week with Sainsbury launching a major price cutting offensive. The reaction in the Stock Market was a widespread mark-down of food retailing share prices. Sainsbury in the past has placed emphasis on quality rather than discount prices, though until Tesco's dramatic price cuts last summer, when it ditched Green Shield stamps, Sainsbury was always one of the cheaper chains. Since summer Sainsbury, in common with many supermarket chains, has been losing market share to Tesco. On some estimates, Sainsbury's share of sales of basic food items has dropped a point to 8 per cent, while Tesco has gained more than two points, taking its proportion to over 11 per cent.

Sainsbury has been able to maintain growth thanks to other lines such as fresh fruit, and it has staged some recovery in basic items. During December the company's share went back up to 8.8 pence. But Sainsbury has no significant non-food interests as yet and to maintain growth it must hold its share of basic shopping items, which are the key to its sales. The question now is whether the latest move will spark off a series of counter attacks by other national chains. Tesco's price cuts last summer, about 5 per cent, across the board, probably pared margins as far as the company is prepared to go, while International Stores has already had a bite at the cherry with its price cut-



ting campaign. However they, as with the rest of the sector, must be under some pressure to retaliate.

But some of this week's share movements look overdue. Obviously further pressures on margins is bad news for the sector and falls of an eighth for Tesco and Sainsbury seem well founded. Yet there is not much logic behind Associated Dairies' 14 per cent fall on the week and the 10 per cent setback for Kwik Save. Both these groups are concentrated in the north and Sainsbury is in the south. Only if the price-cutting war really snowballs will it affect the northern stores.

However Sainsbury's announcement has brought a touch of reality back to the sector. Share prices drifted up over November and December but the fundamental problems of margin pressures and depressed volume remained unchanged. So some shake out was on the cards but not as widespread as seen this week.

Wishful thinking

The belief that equities offer some hedge against inflation, which was brought into serious doubt during the bear market of 1973-74, is now coming back into favour. It is one of the factors to which stockbrokers de Zoete and Bevan, in their annual review of the returns on equity and fixed interest investment since 1919, attribute last year's rise in share prices.

Following that rise, the brokers' equity price index had risen from a base of 100 in 1919, to 1,408.4 at January 1 this year. As adjusted for inflation, however, prices have not even doubled over that period. In fact, the brokers' tables show

that in real terms equities were at the beginning of the year worth less than half of what they were a decade ago, and only 38 per cent of what they were at the beginning of 1969, the date of the highest adjusted index.

However, if the inflation adjusted performance of equities has left something to be desired, that of gilts has been far worse. Although the brokers' Consols index rose during 1977 for the third year running—only the second time since 1919—it had declined from a base of 100 in 1919 to only 40.5 at the beginning of this year. In real terms, the Consols index is worth only 5.3 per cent of what it was in 1919, and only 4 per cent of what it was at the beginning of 1947.

The stockbrokers have for years been pointing out in this annual review that successful investment depends on a decision to disinvest at the right moment and to move into cash or near-cash during a bear market. This year they have produced figures to demonstrate this contention with a "best performance" fund, which assumes with benefit of hindsight that investments have been switched to the best performing sector in each year since 1946. Whereas £1,000 put into equities and left there since 1946 would by the beginning of this year have grown to £23,473, and the same sum if applied in Consols would have grown to £2,163, switching to cash of those 32 years would have produced capital growth from £1,000 to £306,264. In 13 out of those 32 years, the best performers were Treasury Bills.

Funeral march

BY JOHN WYLES

NEW YORK, Jan. 13.

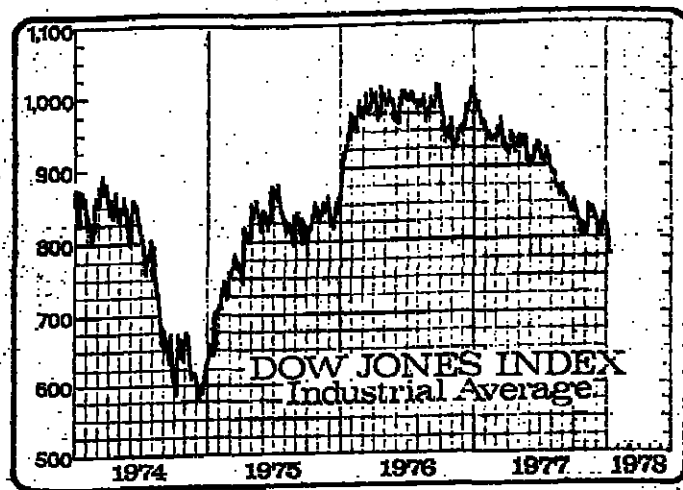
ALTHOUGH nobody on Wall Street had been anticipating a booming start to the New Year, it had seemed reasonable at the end of last month to hope that the stock markets would have managed to start 1978 on a rising note. But the dominant refrain this week has been as downbeat as a funeral march whose composer, the Federal Reserve Board, has littered the score with rising interest rates designed to set a new tempo for the exchange rate of the dollar.

The dollar's steady decline in relation to the mark and the yen replaced possible movements in short-term interest rates as a major preoccupation among investors and analysts in December. When it was revealed nine days ago that currency swap arrangements would be used by the Federal Reserve Board to try to stabilise the dollar, the rate of decline on the New York Stock Exchange was eased but essentially judgment was reserved to see how effective the new policy would be. But within five days the market was

suffering real anguish because it had become clear that the Fed was also prepared to sacrifice the recent stability of short-term interest rates in pursuit of its new objectives for the dollar. Brokers went home for the week-end last Friday unsettled by the knowledge that a quarter per cent increase in banking prime rates had been triggered by the Fed's raising its discount rate on loans to member banks.

They returned to find that the Fed was prepared to go still further in tinkering with the domestic economy to help the dollar. After several weeks of stability the key short-term interest rate, the Fed Funds Rate, started to rise on Monday and Tuesday as the Fed intervened to push the target rate from 6.5 per cent to 6.75 per cent or higher.

By pushing up interest rates, with their possible impact on economic growth and consumer spending, the Fed was not exactly pandering to the Stock Market's sensibilities. But it is



possible that the market would have taken a less anxious view of the approach if it had been initially impressed by the skill of the Fed's intervention in the foreign exchanges on behalf of the dollar. But in the first half of this week the currency continued to lose value and many Wall Street observers were becoming what they called "bullish" to be the Fed's lack of consistent determination intervention which should have been aimed as one put it at "getting a few speculators very badly burned."

Thus every day of the New

Year proved a loser for the Dow Jones Industrial Average until yesterday when the dollar had a much better day on the exchanges thanks, it was felt, to more determined intervention by the Fed.

By last night the Dow Jones Industrial Average was more than 52 points lower than on the last trading day of 1977 and many analysts would not be surprised to see it go further down.

Close 784.56 Change -8.93
Monday 781.53 -3.03
Tuesday 775.90 -5.63
Wednesday 778.15 +2.25

Mining False expectations

BY PAUL CHEESERIGHT

DE BEERS has been the victim of its own success. So readily has international demand mopped up the supply of its Central Selling Organisation, which markets diamonds produced by De Beers and other world mines, that expectations were aroused which could not be fulfilled.

At the beginning of the week the CSO announced a record sale figure for 1977. It was £1.8bn. (\$2.07bn.), no less than a third higher than in 1976, itself a peak year. But the De Beers share price declined as the news filtered into the market.

On Friday of last week the shares gained 17p to 303p in anticipation of the diamond sales figure. Last Monday they slipped back to 283p and since then they have eased further, closing yesterday at 287p.

Sluggishness

Although this price is substantially above the levels of a year ago, it is nonetheless not as high as the industrial and marketing performance of the group would seem to warrant. The reason for the sluggishness, both 12 months ago and now, remains the same: concern about the group's exposure in southern Africa.

For the present this fundamental factor remains in the background, so that short term investment movements have been influenced by more immediate considerations like sales and profits. And in this regard De Beers came unstuck in the market because the CSO sales levels in the second half of 1977 did not come up to those of the first half.

In the six months to last June, CSO sales were £942.4m., against £681.9m. in the same period of 1976. In the six months to December however, sales were £699.3m., a half of the same period in 1976. But this was not the comparison the market made.

What seems to be happening is that the international diamond market is consolidating after the aggressive pricing moves made last year by the CSO. Last March there was an average gem price increase of 15 per cent, nearly double the

increases imposed in 1976. But then last November another rise of 17 per cent was imposed.

The CSO was in a position to adopt such a stance because mine output in recent years has not risen as fast as demand. Indeed, the De Beers group, which is the largest producer of diamonds in the western world, saw a decline in output in 1975 and 1976. It is now in the throes of an expansion programme.

Part of this programme involves the development of a new mine at Jwaneng in Botswana, which should become operational in 1982. Details of financing and equity arrangements for the mine have not been formally announced, but reports from Botswana suggest that three-quarters of the earnings are likely to go to the Botswana Government.

It is thought that Jwaneng could earn more than Orapa, the Botswana Government's biggest foreign exchange earner, not because the diamond pipe is larger but because the diamonds are higher in quality.

Diamonds, indeed, are part of what looks like an elite group of minerals whose producers have either recovered from or have barely felt the international recession. Other members of the group include gold, molybdenum and uranium.

The revival of the gold industry was made clear when Consolidated Gold Fields announced mine working profits for the December quarter. Other South African producers will produce figures next week. The most striking advance was at Doornfontein, where profits more than doubled over the September quarter to £5.6m. (£3.4m.). But there were also substantial advances at West Driefontein and East Driefontein.

The Gold Fields figures revealed the oddity that the mines seemed to be receiving an average price for their gold far in excess of the market rate. Kloof, for example, received £176 an ounce, when the average market price over the period was £160.

The anomaly is at least partially explained by the timing of sales, so that the Gold Fields mines seem to have been catch-

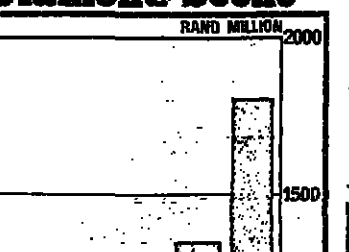
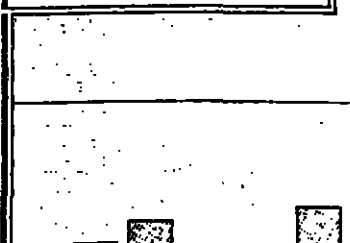
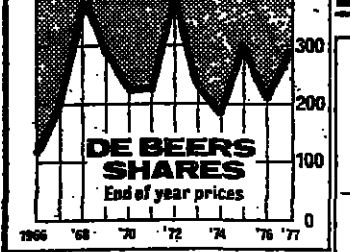
ing up on the September quarter, and by the premium attached to gold destined for Kruggerands, where the market has been very strong especially in Germany and the U.S.

In the U.S. meanwhile there have been molybdenum developments which will serve to increase American dominance as the largest international producer. Molybdenum usage has increased steadily as new southern Africa, Canada and Australia.

RTZ's Canadian uranium interests are on the verge of a large expansion. Its Canadian arm, Rio Algom, is already boosting production at Elliot Lake in Ontario. New Preston Mines, another company in the group, has won a contract with Ontario Hydro which will lead to the reactivation of a property which was closed down in 1960.

Preston is to provide 72m. lbs of uranium oxide to Ontario Hydro over a period of more than 30 years starting in 1984. The price it will receive is to be worked out on the basis of exploration programme at a formula taking into account molybdenum deposit in south-eastern Alaska to the point world prices.

United States Borax and Chemical, the Rio Tinto-Zinc group's American subsidiary, has meanwhile advanced its exploration programme at a formula taking into account molybdenum deposit in south-eastern Alaska to the point world prices.



MARKET HIGHLIGHTS OF THE WEEK

	Price Y'day	Change on Week	1977/8 High	1977/8 Low	
Ind. Ord. Index	480.9	-16.4	549.2	357.6	Int. centred on 2nd-line stocks
Govt. Secs. Index	77.55	-0.33	79.85	60.45	Currency/int. rate uncertainties
Allied Breweries	87	-4	96	57	Price Commission investigation
Assoc. Dairies	235	-38	295	141	Sainsbury's pricing policy
Brit. Home Stores	212	-17	243	138	Increased High Street competition
BP	814	-28	966	776	Wall Street and currency influences
Brown and Tawse	94	+11	95	74	Satisfactory half-yearly results
Caplan Profile	76	-11	76	34	Better-than-expected results
De Beers Deft.	287	-16	311	188	Lower 2nd-half C.S.O. sales
ERF	150	+13	155	34	Good interim figures
GFSA	210	+1	212	825	Bid rumours
Gordon & Gotch	92	+7	95	60	Good half-year figures
London Pavilion	345	+145	365	145	Bid hopes
McCorquodale	248	+24	248	137	Excellent preliminary profits
Rowlinson Construction	100	+14	100	40	Speculative demand
Sainsbury (J.)	180	-27	253	133	Widespread price cuts
Tesco	42	-6	52	33	Sainsbury's pricing policy
Thomson Org.	644	-71	765	365	N. Sea oil reserves down-graded
Thorn Electrical	358	-34	448	196	Before and after int. statement
Wace Group	30	+7	30	16	Shareholding changes hands

U.K. INDICES

	Average week to	Jan. 12	Jan. 6	Dec. 30
Govt. Secs.	77.45	78.23	77.96	
Fixed interest	80.88	81.15	80.62	
Ind. Ord. 484.7	494.5	488.5		
Gold Mines	129.4	124.5	136.5	
Dealings mtd.	6,055	5,395	3,623	

FT ACTUARIES

Capital Gds.	211.05	211.64	209.48
Consumer (Durable)	193.29	194.53	194.41
Cons. (Non-Durable)	202.09	205.41	205.14
Ind. Group	208.20	210.52	209.94
500-Share	229.52	232.52	232.44
Financial Gr.	175.79	175.87	173.20
All-Share	213.57	216.13	215.84
Red. Debs.	63.21	63.04	62.44

TV Radio

BBC 1

Indicates programme in black and white.
8.50 a.m. Fingerbobs. 9.05 a.m. Multi-coloured Swap Shop. 12.15 p.m. Weather. 12.15 p.m. News. 1.10 p.m. Racing from Ascot (12.30, 1.30, 2.05, 2.35). 1.10 p.m. World Cup from Wembley: Hockey (1.45, 2.20). 2.00 p.m. Xerox Six Nations Indoor Tournament: Table Tennis (2.30, 3.30). 3.00 p.m. Union Championships: Rugby League (3.05). 3.00 p.m. Workingmen's Town: The Sportsman's Year 1972 (4.30). 4.40 p.m. Final Score.
5.10 p.m. The New Adventures of Batman.
5.25 p.m. News.
5.45 p.m. Sport Regional News.
5.50 p.m. Jim'll Fix It.
6.25 p.m. Who.
6.30 p.m. Saturday Night at the Movies: "The Crowded Sky" starring Dana Andrews and Rhonda Fleming.
8.20 p.m. Mike Yarwood in Persons.
8.40 p.m. Starkey and Hutch.
9.50 p.m. News.
10.50 p.m. Match of the Day.
11.15 p.m. Parkinson.
All Regions as BBC 1 except at the following times:
Wales: 8.40-9.05 a.m. Teifant.
12.17-12.42 a.m. Broadbides.
Scotland: 4.55-5.10 p.m. and 5.45-5.50 p.m. Scoreboard.
10.00 p.m. Song of Scotland.
10.15-11.15 p.m. World Cup Sportscentre.
12.15 a.m. News and Weather for Northern Ireland.

BBC 2

3.00 p.m. Saturday Cinema: "Forty Guns To Apache Pass" starring Audie Murphy.
4.35 p.m. Play Away.
6.05 p.m. Football.
6.40 p.m. Indoor Bowling.
6.50 p.m. Sight and Sound In Concert featuring Colosseum II and Richard Dancie (simultaneous with Radio 1 stereo).
7.30 p.m. News and Sport.
7.45 p.m. Public Hearing.
8.25 p.m. International: "The Honour of Katharine Blum".
10.20 p.m. The Book Programme.
10.50 p.m. A.S.T.H.
11.35 p.m. News on 2.
11.40 p.m. Midnight: "The Conspirators" starring Hedy Lamarr and Paul Henreid.

BBC 2

3.00 p.m. Saturday Cinema: "Forty Guns To Apache Pass" starring Audie Murphy.
4.35 p.m. Play Away.
6.05 p.m. Football.
6.40 p.m. Indoor Bowling.
6.50 p.m. Sight and Sound In Concert featuring Colosseum II and Richard Dancie (simultaneous with Radio 1 stereo).
7.30 p.m. News and Sport.
7.45 p.m. Public Hearing.
8.25 p.m. International: "The Honour of Katharine Blum".
10.20 p.m. The Book Programme.
10.50 p.m. A.S.T.H.
11.35 p.m. News on 2.
11.40 p.m. Midnight: "The Conspirators" starring Hedy Lamarr and Paul Henreid.

BBC 2

3.00 p.m. Saturday Cinema: "Forty Guns To Apache Pass" starring Audie Murphy.
4.35 p.m. Play Away.
6.05 p.m. Football.
6.40 p.m. Indoor Bowling.
6.50 p.m. Sight and Sound In Concert featuring Colosseum II and Richard Dancie (simultaneous with Radio 1 stereo).
7.30 p.m. News and Sport.
7.45 p.m. Public Hearing.
8.25 p.m. International: "The Honour of Katharine Blum".
10.20 p.m. The Book Programme.
10.50 p.m. A.S.T.H.
11.35 p.m. News on 2.
11.40 p.m. Midnight: "The Conspirators" starring Hedy Lamarr and Paul Henreid.

BBC 2

3.00 p.m. Saturday Cinema: "Forty Guns To Apache Pass" starring Audie Murphy.
4.35 p.m. Play Away.
6.05 p.m. Football.
6.40 p.m. Indoor Bowling.
6.50 p.m. Sight and Sound In Concert featuring Colosseum II and Richard Dancie (simultaneous with Radio 1 stereo).
7.30 p.m. News and Sport.
7.45 p.m. Public Hearing.
8.25 p.m. International: "The Honour of Katharine Blum".
10.20 p.m. The Book Programme.
10.50 p.m. A.S.T.H.
11.35 p.m. News on 2.
11.40 p.m. Midnight: "The Conspirators" starring Hedy Lamarr and Paul Henreid.

BBC 2

3.00 p.m. Saturday Cinema: "Forty Guns To Apache Pass" starring Audie Murphy.
4.35 p.m. Play Away.
6.05 p.m. Football.
6.40 p.m. Indoor Bowling.
6.50 p.m. Sight and Sound In Concert featuring Colosseum II and Richard Dancie (simultaneous with Radio 1 stereo).
7.30 p.m. News and Sport.
7.45 p.m. Public Hearing.
8.25 p.m. International: "The Honour of Katharine Blum".
10.20 p.m. The Book Programme.
10.50 p.m. A.S.T.H.
11.35 p.m. News on 2.
11.40 p.m. Midnight: "The Conspirators" starring Hedy Lamarr and Paul Henreid.

BBC 2

3.00 p.m. Saturday Cinema: "Forty Guns To Apache Pass" starring Audie Murphy.
4.35 p.m. Play Away.
6.05 p.m. Football.
6.40 p.m. Indoor Bowling.
6.50 p.m. Sight and Sound In Concert featuring Colosseum II and Richard Dancie (simultaneous with Radio 1 stereo).
7.30 p.m. News and Sport.
7.45 p.m. Public Hearing.
8.25 p.m. International: "The Honour of Katharine Blum".
10.20 p.m. The Book Programme.
10.50 p.m. A.S.T.H.
11.35 p.m. News on 2.
11.40 p.m. Midnight: "The Conspirators" starring Hedy Lamarr and Paul Henreid.

BBC 2

3.00 p.m. Saturday Cinema: "Forty Guns To Apache Pass" starring Audie Murphy.
4.35 p.m. Play Away.
6.05 p.m. Football.
6.40 p.m. Indoor Bowling.
6.50 p.m. Sight and Sound In Concert featuring Colosseum II and Richard Dancie (simultaneous with Radio 1 stereo).
7.30 p.m. News and Sport.
7.45 p.m. Public Hearing.
8.25 p.m. International: "The Honour of Katharine Blum".
10.20 p.m. The Book Programme.
10.50 p.m. A.S.T.H.
11.35 p.m. News on 2.
11.40 p.m. Midnight: "The Conspirators" starring Hedy Lamarr and Paul Henreid.

BBC 2

3.00 p.m. Saturday Cinema: "Forty Guns To Apache Pass" starring Audie Murphy.
4.35 p.m. Play Away.
6.05 p.m. Football.
6.40 p.m. Indoor Bowling.
6.50 p.m. Sight and Sound In Concert featuring Colosseum II and Richard Dancie (simultaneous with Radio 1 stereo).
7.30 p.m. News and Sport.
7.45 p.m. Public Hearing.
8.25 p.m. International: "The Honour of Katharine Blum".
10.20 p.m. The Book Programme.
10.50 p.m. A.S.T.H.
11.35 p.m. News on 2.
11.40 p.m. Midnight: "The Conspirators" starring Hedy Lamarr and Paul Henreid.

LONDON

8.30 a.m. Fun Food Factory. 8.55 a.m. Junior Police. 9.00 a.m. Show. 11.00 a.m. Saturday Cinema: "Sands of the Desert" starring Charlie Drake.
12.30 p.m. World of Sport: 12.30 On the Ball: 1.00 International Sports Special: 1-World Cup Skiing from Wengen, Switzerland. 1.10 News from ITN: 1.20 The TV Seven: 1.30, 2.00, 2.30 and 3.00 from Warwick; 1.45, 2.15 and 2.45 from Newcastle. 3.10 International Sports Special: 2-World Skateboarding Championships from Long Beach, California; 3.45 Woody Woodpecker Show. 10.15

BORDER

9.30 a.m. Tawana, solving Technohead and the Ghost Busters. 11.15 p.m. Second City Review. 11.15 p.m. Second City Review.

CHANNEL

12.15 p.m. Philby's Birthday Greetings. 12.15 p.m. Philby's Birthday Greetings. 12.15 p.m. Philby's Birthday Greetings.

GRAMPIAN

9.30 a.m. Scene on Saturday, including Saturday Greetings and Tree Top Talent. 10.15 Woody Woodpecker Show. 10.15

TV ratings, week ended January 1

20. Support	Year	Local Share	
			13.50
Figures compiled by Audit of Great Britain for the Joint Industrial Committee for Television Advertising Research.			
U.S. TOP TEN (National Rankings) 11/18 Jan. 8			
1. Happy Days (comedy) (ABC) ...		34.3	
2. Fish (drama) (ABC) ...		32.8	
3. Three's Company (comedy) ...		32.1	
4. 60 Minutes (News) (CBS) ...		28.4	
5. A Place in the Sun (Breaking Up) (drama) (ABC) ...		27.9	
6. Orange Bowl Games (Sport) (NBC) ...		27.0	
7. All in the Family (comedy) (CBS) ...		27.1	
8. All in the Family (comedy) (CBS) ...		26.0	
9. Bonanza (drama) (NBC) ...		25.2	
10. One Day at a Time (comedy) ...		24.5	
A Nielsen Rating is not a numerical total.			

Your savings and investments

Wealth tax trap

BY ERIC SHORT

INTRODUCTION of a Wealth Tax has been promised as a first priority for a new Labour Government. "So what?" you will say. "It doesn't affect me. My salary is modest—£7,500 a year. I live in a suburban semi; my savings are not large and my household goods are quite ordinary."

You could be in for a shock. For current thinking is that pensions form part of a person's wealth. Maybe you'll say again that it doesn't matter to you. You're about to retire at 65, with a pension of £5,000 a year, and you can't be considered affluent. But take a look at the table of capital values below. The value of your pension is considerable, even if it remains fixed in money terms. If it is linked to the Retail Price Index, then its value is considerably enhanced.

If you add the value of your pension benefits to that of your house, goods and savings, you could well be over the £100,000 suggested as the Wealth Tax threshold.

In all the huff and puff over the Wealth Tax proposals, no one has quoted any figures on pension values, though the method of calculation is quite straightforward—at least to actuaries. It is simply a matter of discounting the future flow of pension payments (allowing for expectation of life), to dis-

cover their present value. All show the effect of varying interest rates, we have taken three different investment assumptions—a nil effective rate of return (which gives you your rate of discount), inflation and the return on a 2 per cent. and a positive 2 per cent. Actuaries—but only actuaries—will argue about the mortality assumptions.

We have had some calculations done for us by Clerical, Medical and General Assurance (but the assumptions are entirely our responsibility). The assumed rate of inflation is 10 per cent., and you can argue about this until the cows come home. To

with an index-linked pension this is more than offset by a rise in pension levels due to inflation. By age 70, on our assumptions, the annual value of an index-linked pension will have reached £8,052. In capital terms it has not yet become a wasting asset, and it will have pushed you over the proposed Wealth Tax threshold.

It looks as though pensions and pension prospects will have to be excluded in assessing a person's wealth. After all Mr. Stanley Orme, the pensions minister, keeps on referring to pensions as deferred pay, and therefore as a benefit to be gained for at the negotiating table. If earnings prospects are not to be included in assessing wealth, then neither should pensions be.

Capital value of a pension of £5,000 a year for a pensioner aged 65			
	(a) inflating at 10 per cent. per annum	(b) fixed Value £	
Investment return %			
10	87,850	42,000	
12	74,050	37,750	
	63,550	34,340	

Capital value of this pension when pensioner reaches the age of 70			
	(a) the pension is now £8,052 Value £	(b) still fixed Value £	
Investment return %			
10	107,260	34,340	
12	93,490	33,200	
	82,540	30,580	

Values based on a (55) annuants mortality tables, issued by the Institute and Faculty of Actuaries. Calculations by Clerical, Medical and General Assurance Co.

Oldest Life

One traditional life company has been consistently among the leaders for with-profits performance, yet way down in the table for the size of its life fund. Equitable Life Assurance, the oldest mutual life company in the world.

Equitable Life was founded in 1762, and from the first it used the revolutionary methods of scientific life assurance developed a dozen years earlier by James Dodson, a fellow of the Royal Society. Dodson devised the first ever table of annual premiums, based on probability studies and mortality tables which, inter alia, suggested that in the 1750s only half of those aged 21 would survive to the age of 47.



earliest presidents. Sir Charles Gould, as painted by Gainsborough and hanging in the company's offices near the Guildhall, is shown above, together with today's president, Mr. John Caldecott. Like the records—those dating from 1786, in impeccable script, on the left, those in the modern computer room on the right—it measures the



difference between the old and the new company. But the changes go further than that. Equitable Life does not pay commissions on new business, and has hitherto relied upon its reputation to produce it—that and the fact that it was the leading company on the now defunct pension handling the Federated Superannuation Scheme for Univer-



sities. Now, however, Equitable Life is going for aggressive sales promotion under a new marketing manager, Ken Willis: and with new business from the branches up 50 per cent last year, it looks as though it is succeeding.

Of interest to investors

YESTERDAY'S CUT in building interest rates means that those of you who are set on placing your money for the maximum possible return consistent with safety and accessibility had better look elsewhere. For the grossed-up return to a basic-rate taxpayer from an investment in the deposit shares of most building societies is now a mere 8.3 per cent., and that means it's no longer the best opportunity going.

It's true that you will have to provide rather longer notice of withdrawal to obtain a better rate. Money placed in the deposit shares of a building society is nominally available at a 14 per cent. tax-free bonus seven days' notice; but in fact payable on their maturity, five years' after investment. In the meantime, they can be encashed as you ask for it. Money placed in an investment account at the National Savings Bank, in though if you cash in within the contrast, takes a month to ex-

tract therefrom; but it's still providing an attractive 9 per cent. return. However, since the interest on NSB investment accounts is provided out of the yield on the gilts in which such savings are invested, and the yield on gilts has dropped substantially over the past six months, it's always possible that the rate on investment accounts will be cut again, continuing high return, British Savings Bonds might be a better idea.

The current issue (the Jubilee Issue) provides a return of 8½ per cent. per annum, and there's a 14 per cent. tax-free bonus seven days' notice; but in fact payable on their maturity, five years' after investment. In the meantime, they can be encashed as you ask for it. Money placed in an investment account at the National Savings Bank, in though if you cash in within the contrast, takes a month to ex-

paid any interest on your investment. Incidentally, anyone holding the Fifth Conversion Issue (the 7 per cent. issue), which matures on May 15, would on the present showing do as well to exercise his right to convert into the Jubilee Issue.

As a glance at the returns available from the other traditional havens for liquid funds, quite clearly demonstrates. National Savings beat the competition hands down at the moment. Clearing bank deposit accounts pay a mere 3 per cent.; the coupon on local authority "yearling" bonds has come down to 6½ per cent. (and the prospects of significant capital gain are negligible); and with local authority and PFI term deposits you will have to commit yourself for upwards of three years before you see rates to compare with those on offer through the Post Office.

CHIEFTAIN HIGH INCOME UNITS

SINCE ITS LAUNCH THE UK'S BEST PERFORMING HIGH INCOME TRUST

9.2%
ESTIMATED CURRENT GROSS YIELD

FIXED PRICE OFFER CLOSES ON 20TH JANUARY 1978

Chieftain High Income Unit Trust aims to bring you immediate high income combined with prospects of good capital growth.

Since the launch of the Trust in September 1976, the offer price of units has increased by 76.8%. In the same period, the F.T. Ordinary Share Index has risen by 37.8%. During this time, the Trust has outperformed all other U.K. authorised high yielding unit trusts.

Over the years we shall seek to ensure that the income you receive grows. Furthermore, while a high income is the main purpose of the Trust, it is an historical fact that high income unit trusts have often been some of the best vehicles for capital growth.

We believe that, in the long term, the potential for growth of both income and capital will give you a significantly better total return than a fixed interest investment such as a gilt-edged security or a fixed capital investment such as a building society.

Although you can sell your units at any time, unit trusts should not be regarded as a short-term speculative investment, and we would like to emphasise that the price of units, and the income from them, can go down as well as up.

WHY A UNIT TRUST?

The problem associated with stocks and shares for the individual investor is, of course, that he rarely has enough capital to spread his risk, and sufficient information to choose with confidence. This is particularly true for those seeking a high income.

But the beauty of a unit trust is that, through it, you invest in a wide portfolio of stocks and shares, which is managed for you by full-time professionals.

Your financial adviser will be able to answer any questions you may have about the merits of unit trust investment.

INVESTMENT PROSPECTS

The funds of Chieftain High Income Trust are invested in high yielding stocks and shares.

Share prices are significantly above their levels of twelve months ago, although they are well below their peak of last year. This rise has been caused by a number of linked financial factors. As North Sea oil has begun to make a positive contribution to the balance of payments, sterling has strengthened, interest rates have fallen sharply and company profits have in general improved. There are now clearer signs that the still high rate of inflation could at last be falling.

Chieftain's managers believe that in the long term the wealth generated by North Sea oil will

continue to play a considerable part in the recovery of the UK's economy from what is still a very depressed level of activity. In the short term much will depend on the level of wage settlements in the coming year.

If there is a wage explosion, inflation will accelerate again and share prices will fall. However, if the Government continues to hold the general level of wage settlements to somewhere near its guidelines, then we believe there is considerable scope throughout 1978 for inflation to return to a more reasonable level, and for industrial confidence to strengthen.

This would allow substantial further growth in share prices, and consequent increases both in the value of Chieftain High Income Units and in the income they will provide.

INVESTMENT POLICY

Our policy is that by far the greater part of the Trust's funds is invested in high yielding ordinary shares. Holdings of preference shares will not exceed 20%. More than this would, we believe, restrict opportunities for growth.

In order to minimise risk, the portfolio is spread over about 100 U.K. companies.

Our investment managers monitor the progress of these companies very carefully and act accordingly. And here, curiously, they are helped by the fact that Chieftain High Income is still a young trust, because this enables them to be quicker and more flexible in their investment tactics, especially when shares need to be sold. Very large holdings can be difficult to dispose of at a satisfactory price.

YOUR REASSURANCE

Chieftain Trust Managers Ltd. was established in September 1976. Its four trusts, dealing in overseas as well as U.K. markets, have already attracted funds worth over £6 million. This exceptional rate of growth has owed much to the considerable

support Chieftain has received from stockbrokers and investment advisers.

The Trustee of Chieftain High Income Trust is Midland Bank Trust Company. The main duties of the Trustee are to hold the title to the Trust's investments, and to check that all purchases made by the Trust are in accordance with the Trust deed; to ensure that the income is distributed to the unitholders properly; and to approve advertising and literature.

TAX ADVANTAGES

You can sell your units on any normal working day at the prevailing bid price. You will normally receive a cheque within seven days of receipt of your renounced certificate.

If you are a basic rate taxpayer you will generally incur no tax liability when you come to sell.

If you are paying a higher rate of tax at the time of sale, you will be liable to Capital Gains Tax. But, even for the top-rate taxpayer there is a maximum liability of only 13% (against the normal rate of 30%).

CLOSING DATE

Until 20th January 1978, units will be available at a fixed price of 44.2p each. Your application will not be acknowledged, but you will receive a certificate by 3rd March 1978.

Fill in the coupon, or talk to your financial adviser without delay.

GENERAL INFORMATION

The offer will close if the underlying price of units should rise by 2½%. After 20th January 1978 units will be available at the daily quoted price and yield published in most newspapers.

Chieftain High Income Units were first offered on 18th September 1976 at 25p each.

There is an initial management charge of 5% included in the price of units. There is also an annual charge of 0.5% (plus VAT) which has been allowed for in the quoted yield.

The Managers will pay the standard rates of commission to recognised professional advisers, who are invited to ring 01-248 3942 for further details of High Income and other Chieftain Trusts.

Income is paid net of income tax, but this can be reclaimed by non-taxpayers.

Distributions and a report on the fund are made half-yearly on 31st May and 30th November.

This offer is not applicable to Eire.

The Managers of the Trust are Chieftain Trust Managers Ltd., 30/31 Queen Street, London EC4R 1BR. Telephone 01-248 3942.

The Directors of Chieftain Trust Managers Ltd. are P. L. Bates M.A. (Chairman), R. J. D. Eats M.A., M.B.A., J. D. Gillett B.Sc., J. L. A. Hazell B.C.S., A.L.L.K. Tod.

CHIEFTAIN TRUST MANAGERS LIMITED

APPLICATION FORM

Fill in the coupon and send it now to: Chieftain Trust Managers Limited, 30/31 Queen Street, London EC4R 1BR.

I would like to buy Chieftain High Income Units to the value of £..... at 44.2p each.

(Minimum initial holding, £250)

I enclose a remittance, payable to Chieftain Trust Managers Limited.

☐ I want maximum growth by automatic re-investment of net income.

☐ I want to know how to buy Chieftain High Income Units on a regular monthly basis.

☐ I would like details of our Share Exchange Plan.

I declare that I am over 18 and am resident outside the U.K. or Scheduled Territories, and that I am not a resident of the U.K. or Scheduled Territories, and that I am not a resident of the U.K. or Scheduled Territories.

SUBSCRIBE (MR, MRS, MISS).....

FIRST NAME(S) IN FULL.....

ADDRESS.....

SIGNATURE.....

(If there are joint applicants all must sign and attach names and addresses separately) (Regd office as above, Regd No 74018)

AN OFFER FROM M&G AMERICA

M&G AMERICAN GENERAL FUND
The US stock market, in stark contrast to that of the UK, has been performing very well. In fact, with the Dow Jones approaching a 3-year low on January 11th. Although share prices in America could decline further, share values are today more attractive than they have been for many years. Whether measured in terms of earnings, yield or assets. When the anticipated recovery takes place, it is likely to be both sudden and strong. Current levels on Wall Street could provide a rare opportunity for anyone wishing to take a stake in the world's dominant economy.

The M&G American & General Fund is designed to invest in a wide range of American securities, with maximum long-term growth as the main objective. Investment is partially through back-to-back loan facilities in order to reduce the effects of the dollar premium. The estimated gross current yield for income units is 0.88% at the buying price of 40.2p on 12th January 1978.

Unit trusts are a long-term investment and not suitable for money that you may need at short notice. The price of units and the income from them may go down as well as up.

Prices and yields appear in the FT daily. An initial charge of 34% is included in the price. An annual charge of 4% plus VAT is deducted from the Fund's gross income. For income units, the charge is made on 20th March and 20th September net of basic rate tax and are reinvested for Accumulation units to increase the value of the units. The next distribution date for new investors will be 20th March, 1978. You can buy or sell units on any business day. Contracts for purchases or sales will be due for settlement 2 or 3 weeks later. 14% commission is payable to authorised agents. Trustees: Lloyds Bank Limited. The Fund is a wide-range security and is authorised by the Secretary of State for Trade.

M&G is a member of the Unit Trust Association.

TWO WAYS TO INVEST
As an alternative, or in addition to investing in a capital sum, you can start a Regular Monthly Saving Plan through a life assurance policy for as little as £10 a month. You are normally entitled to claim tax relief at current rates of £17 for each £100 paid.

On a £10 Plan, tax relief at present rates can bring down your net monthly cost to only £8.30, with which you buy units usually worth considerably more. Regular investment of this type also means that you can take advantage of the inevitable fluctuations in the price of units through Pound Cost Averaging, which gives you a positive emotional advantage. Because your regular investment buys more units when the price is low and fewer when it is high. You also get life cover of at least 180 times your monthly payment throughout the period if your age at entry is 54 or under (women 56), and rather less up to 75.

If you cash in or stop your payments during the first four years, there is a penalty, and the tax authorities require you to make a deduction, so you should not consider the Plan for less than five years. 81% to 94% (depending on your starting age) is invested, except in the first two years when an additional 20 per cent is retained to meet setting-up expenses.

M&G is a member of the Life Offices' Association. This offer is not available to residents of the Republic of Ireland.

66 Many experts now regard Wall Street as more attractive than London. INVESTORS CHRONICLE 9.8.77
... investors who buy units in American trusts in the next few months should be sitting on a reasonable profit by the end of 1978. DAILY EXPRESS 27.8.77

TWO WAYS TO INVEST
To: M&G GROUP LTD, THREE QUAYS, TOWER HILL, LONDON EC3R 6BQ. TELEPHONE 01-626 4588. This section to be completed by all applicants.

OR £10 Complete this section if you wish to make a Regular Monthly Saving (minimum £10 a month).

I enclose my cheque for the first monthly payment, made payable to M&G Trust (Assurance) Limited.

I declare that this payment is only provisional and that the company will not assume risk until formal application of acceptance has been received.

OCCUPATION.....

NAME AND ADDRESS OF USUAL DOCTOR (to whom reference may be made).....

Are you an existing M&G Plan holder? Yes/No.....

If you cannot sign Part 1 of the Declaration below, delete 4 and sign Part 11.

Declaration PART 11 I declare that, to the best of my belief, I am in good health and free from disease, that I have not had any serious illness or major operation, that I do not engage in any hazardous sports or pursuits, that I do not engage in aviation except as a licensed passenger on recognised routes, and that no surgeon or other medical professional has ever been adversely affected.

This declaration shall be the basis of the contract between me and M&G Trust (Assurance) Ltd, and that I will accept their customary terms of policy I agree to provide any further information the company may require.

(An explanation of the policy form is available on request.)

SIGNATURE.....

DATE.....

Registered in England No. 1046558-Reg. Office as above.

THE M&G GROUP

Finance and the family/Insurance

Capital gains warrants

BY OUR LEGAL STAFF

Your answer (December 10) under Capital Gains warrants regarding disposal of New Thromorton Capital Trust Warrants appears to imply that the Capital Loan Stock is categorised as an Investment Trust share for Capital Gains liability purposes. Would you please confirm whether this is in fact the case?

Yes, the capital loan stock of New Thromorton Trust Limited qualifies for relief under section 112 of the Finance Act 1972, by virtue of subsection 11 (which was added at the Committee Stage of the Bill):

"(11) For the purposes of this section loan stock issued by an investment trust before April 11 1972, being loan stock to which there would be attributable in a liquidation of the trust the whole of the assets of the trust representing gains on capital, shall be treated as shares in the trust falling within subsection (1) (a) above."

Liferenter as trustee

Can a person who is to receive (in Scotland) the life rent of an estate also be appointed as trustee and executor?

The answer to your question is that a liferenter can act as trustee in respect of the estate from which the liferent is paid. However, it is generally considered advisable in such a situation for there to be a second trustee appointed who is not a liferenter. There are two main reasons for this. First of all, it is important that someone should be available to distribute the capital to the life tenant on the termination of the liferent. Secondly, it may be necessary for advances of capital to be made during the currency of the liferent—when it is obviously unsuitable that the liferenter should be the sole person responsible for this discretionary exercise.

A sham agreement

With reference to answers you have given regarding shared premises being outside the scope of the Rent Acts, what do you think would be the position if a man and woman who had made such agreements with a landlord, subsequently married?

We think that the subsequent marriage of the two persons who have separate agreements requiring the sharing of accommodation might well render the agreements ineffective to oust the Rent Acts. This would be because it could then be argued that the agreements were a sham. Much would depend on the particular facts of the case.

Uncollected goods

Some six months ago I allowed a neighbour to store, free of charge, a considerable number of car components in my shed, with a view to his assembling them later. I told him I should need the shed shortly, but despite repeated requests he has neither assembled the car nor removed the parts. Am I now entitled to dispose of them?

You cannot divest yourself of the responsibility which you have undertaken without the consent of the owner of the components. The only way that you can properly dispose of these is to deliver them to their owner. The statutory provisions relating to uncollected goods do not relate to an unpaid arrangement or to one which is not in the course of a business where goods are deposited for work to be done to them.

components. The only way that you can properly dispose of these is to deliver them to their owner. The statutory provisions relating to uncollected goods do not relate to an unpaid arrangement or to one which is not in the course of a business where goods are deposited for work to be done to them.

Free use of a garden

My neighbour allows me free of charge to grow vegetables in his garden and this has been going on for years. Could I establish a squatter's rights? To preserve his rights and mine would a 51 week agreement with nominal rental keep the tenancy out of the courts as an agricultural tenancy?

You could not establish a title by adverse possession ("squatter's title") if your use of the land was by permission. However, oral permission can be difficult to establish after a long lapse of time, so that a written licence or tenancy is the best means of establishing that occupation is not adverse. The requisite period of adverse possession in order to establish a title is 12 years.

It is possible that you could acquire rights against the landlord with such an agreement as you propose and it would be safer for him to take legal advice.

CTT and a sale of shares

I understand that capital transfer tax payable on death on quoted shares can be reduced if the shares are sold within 12 months at a price lower than the value at the date of death. Could you please tell me if the sale must be effected by the personal representative, or if the concession applies even if the shares have been distributed to the beneficiaries, and the sale is by a beneficiary?

The relevant provisions are set out in paragraphs 14 et seq. of the 10th Schedule to the Finance Act 1975. Provided the sale is effected by an "appropriate person" it need not be by the personal representative. The appropriate person is in effect the person liable for tax attributable to the value of the investments in question.

A spendthrift husband

I have filed a petition for divorce against my husband. One of my main complaints is that he is completely irresponsible about money. We own a smallholding for which I paid and I should like to dispute his claim to half of it, but the solicitor who is acting for me appears to think I have no claim.

(a) In the share out of property would my husband's irresponsibility be taken into account? (b) Can I fight for the land which I bought whilst he had actually deserted me? (c) In the event of the solicitor persisting in the view that I must accept 50/50 on all property, can I fight this case myself, without a solicitor, if the decree nisi is passed?

(a) The court would probably take into account the likely sequence of retention of property by, or distribution of property to, a spendthrift husband; but this is more likely to affect the method of division than the actual shares.

(b) You certainly can claim the land in question, although we obviously cannot state what your prospect of success may be.

without the full history and documentation.

(c) You can take one of three courses: (i) You can instruct your solicitor to claim 100 per cent. of the land in question, whatever his own assessment of the likely outcome may be; or (ii) you can withdraw your instructions from your solicitor and act yourself in the ancillary proceedings; or (iii) you can withdraw your instructions from your solicitor and instruct another solicitor to act in the ancillary (or all) proceedings.

Double benefit bonds

We have a life insurance policy linked with building society deposits (Double Benefit Bonds) whereby the life insurance company invests 95 per cent. of our premium with a building society and retains the remainder for life cover. I understand that the optimum period to hold one of these policies for tax purposes is four years and we have now been investing monthly for that period. Could you advise if our best course would be to continue with the same policy for its 10-year term or would it be better to surrender the policy and start again?

Without knowing the particular policy and the terms on which the building society investment is made it is not possible to confirm or refute the four-year investment theory. A minimum of four years' investment is required in order to avoid the tax claw back penalty on surrender. However a number of building society linked contracts on the market weight their terms in favour of investors who maintain their policies for a period of 10 years. You may in fact be concerned with investment "bonuses and penalties" of the insurance company and with "bonuses and penalties" of the building society. You should therefore ask your insurance company to quote terms for surrender now specifically requesting them to state any penalties involved and also to give estimated pay out figures for the end of the 10-year period together with any bonuses, etc.

The income tax year

Could you tell me whether the last income tax year extended from April 6 1976 to April 6 1977? Is income derived during the 12 months immediately preceding this tax year, the basis of assessment for the following tax year?

The income tax year 1976-77 ran from April 6 1976 to April 5 1977. (The beginning of the tax year would have been Lady Day had it not been for the loss of 11 days between Wednesday, September 2 and Thursday, September 14, 1973.)

Unfortunately there is no simple answer to your second question. Assessments under schedules A, B, C, E and F are based on the current tax year's income, as are assessments under case VI of schedule D. Assessments under cases III, IV and V of schedule D may be based on the preceding tax year's income (or a combination of the two), according to circumstances. Assessments under cases I and II of schedule D may be based on the income of the accounting period which ended during the preceding tax year or on the current tax year's income (or on the first year's income), according to circumstances. This muddle will no doubt be replaced by a rational basis of assessment one day.

If you care to give us details of your own particular sources of income (and how long you have held any sources of untaxed income assessable under the first five cases of schedule D), we can give you a more helpful answer.

Order for trust account

My sister and I are the beneficiaries of a settlement set up by our mother. We have never been able to get proper accounts from the trustees and there seems to have been negligence in that while ample cash was available in the trust funds, overdraft interest of £200 was paid to the bank. Have we any remedy?

We can apply to the Chancery Division of the High Court for an order directing the trustees to furnish full and proper trust accounts and also for an order that they make good any losses incurred by improper administration. But the latter course may be restricted if the trust instrument limits the liability of the trustees.

No legal responsibility can be accepted by the Financial Times for the answers given in these columns. All inquiries will be answered by post as soon as possible.

THE COST OF the mid-week storms and flooding cannot yet begin to be assessed, even roughly, though the comments coming in from so many east coast areas—that this was the worst damage since the early 50's—must surely mean that the cost could be well in excess of the cost of the January storms two years ago in 1976. For the most part weather damage, both domestic and commercial, is insured, and insurers will likely have to allocate many millions of pounds for the claims that will now begin to come in.

Back in 1976 one of the insurance problems arising from the £20m. worth of weather claims then notified was under-insurance. The hope two years later must be that there are few policyholders who are unwittingly substantially under-insured: for virtually every insurer engaged in the provision of household cover has been running a campaign first to get sums insured raised to adequate levels, and second to get them indexed. At this stage it is fair to comment that any domestic policyholder who has failed to heed these exhortations and who is now short of cover, has only himself to blame if his 1976 weather claim is not met in full because of his under-insurance.

But even with an adequate sum insured there can still be some domestic policyholders who may find themselves having less than full cover for weather claims. Here we must have a look at particular policy wordings. Leaving aside the still relatively few policies that provide domestic "all risks" cover household policies detail the perils that are insured. The most cursory glance at such a policy will usually disclose the phrase "storm and flood" among these perils, but more than a cursory glance is required, because the precise extent of the cover usually varies according to whether the claim lies under the contents or the buildings insurance.

By long-standing market agreement, stemming from the consequences of the floods in the 1950's, insurers provide full storm and flood cover in all household contents policies, without the imposition of any requirement that the policyholder pay the first few pounds of any claim, and without charging more for those homes in specially vulnerable areas.

Taxation

TAX IS PAYABLE where the words of the statute require it to be paid, and not otherwise. The interpretation of taxing words is therefore fought just as hard, just ably and much more often in the tax courts than is the connotation of certain other words in the Central Criminal Courts.

Precision in the use of language is of the essence and it is therefore with considerable chagrin that this column must admit to some sloppiness. In dealing on December 31 with the arrangement under which a wife can have her earnings taxed separately from the income of her husband, the process was described as separate assessment. Somerset House has properly pointed out that the heading of Schedule 4 Finance Act 1971 is separate taxation: that separate assessment is strictly the pre 1971 procedure of making the calculations as if all the joint income were that of the husband, but then collecting a part of the resulting liability from the husband and a part from the wife.

Reverting to the courts inter-

Storm and flood claims

BY JOHN PHILIP

It is worth remembering that the normal contents policy covers the contents not only of one's house or flat, but also the contents of one's garage, garden shed, greenhouse and so on. The cover is there, whether one's furniture has been damaged by water getting into the downstairs rooms, or upstairs through a hole blown in the roof, or if one's stock of pot plants has been destroyed by a tree blown on to the greenhouse. Subject to adequacy of sums insured, contents claims for storm and flood damage should be met in full.

Damage to decorations poses the preliminary question is one an owner-occupier or a tenant? By policy wording, the tenant's claim for decorative repair must be made under his contents policy—and usually he will find that there is a small "excess" applicable to his claim: this is usually of £15, but with widely varying policy wordings it may be more, and because there is no agreed tariff for cover or price, some insurers do provide this cover free of excess at no extra charge.

The owner-occupier, to get payment for repainting and papering, must claim under his building policy, and here also it is usual for insurers to impose an excess of £15, which can be irritating when a claim for major external repair is put in. Under his building policy, the owner-occupier has cover not only for the fabric of his home, garage, garden sheds and so on, but for the gates, fences and walls surrounding his property, and perhaps for terraces, drives and footpaths as well. Over the years insurers have tended to throw in almost anything that the owner-occupier has had installed—some building policies even cover swimming pools.

Although so many items situated on the policyholder's land are now included in the definition of buildings, not all are insured against storm and flood: for example almost all insurers expressly exclude payment for storm and flood damage to fences and gates, which by their very nature are the more susceptible to damage. For this reason insurers do not pay for

the repair and re-erection of a wooden fence that has been blown down, but subject to the £15 excess, will pay for the brick wall that has been broken by a falling tree or undermined by the pressure of flood water.

Insurers' agreement to provide automatic contents cover for storm and flood does not extend to provide similar cover on buildings and most insurers have some policyholders who pay less than the full rate for buildings insurance, and thereby are short on cover certainly for flood and subsidence and perhaps for other perils as well. To those relatively few who are paying a lower rate of premium, I would merely comment that since the decision to take re-sited cover at the lower price was a conscious decision, it is clearly too late, if uninsured damage has now been sustained, to turn to one's insurers and beg for help.

Whatever the class of insurance it is always short-sighted to cheese-paring on premium when the saving is only one or two pence per cent. in the rate: my recommendation to anyone with restricted home buildings cover is to get in touch with his insurers quickly, and pay the small extra premium to top up his insurance, for the winter has still a long time to run.

Dangerous words in small print

words have been so microscopically examined as the phrase in S.181 Taxes Act 1970, "tax under (Schedule E) shall be charged in respect of any office or employment on the emoluments therefrom."

In a celebrated case in the House of Lords in 1959, Mr. Mayes was held not to be taxable on the refund to him by his employer, ICI, of the sum he had lost on selling his house in order to move to a different location. The employer indemnified him for this loss not because of his services—these had already been fully remunerated—but under a complicated housing agreement which could be seen to stand on its own, separate from Mr. Mayes' employment contract; the benefits ICI derived from the agreement and from the employment did not overlap.

Another notable victory was scored in the Court of Appeal in 1969 by Mr. (now Sir Arthur) Bryan. Wedgwoods had required him as the company's senior executive to entertain visitors at his home, and therefore provided him with a house much larger than he would otherwise

other contractual relationship with his employer, for instance the sale of an asset, are neither of them related to the services covered, and are, therefore not taxable.

Had the company paid cash to Mr. Bryan so that he himself could pay the gardener, the cash so received would have been assessable on him as an expense allowance. Although a different section of the act applies, the end result appears on the face

of it to be equitable, the employee still being taxed on the same figure, namely the gross amount of the gardener's wages.

There is however one very significant difference. Mr. Bryan's customers derived enjoyment from the garden, and to that extent the company benefited as much as he and his family did. In a case in which he himself paid the gardener, he could only claim some reduction of his remuneration if he were able to show that the gardener's wages had been spent by him—wholly exclusively and necessarily in the course of his employment—that very familiar and very restrictive definition of deductibles under Schedule E.

What Mr. Bryan was able to show was that the gardening (a benefit in kind rather than in cash) was organised by the company as much for its own benefit as for his. The relevant section permitted an apportionment of the expense incurred by the company, so that he should only be assessed on "a proper proportion."

DAVID WAINMAN

Chess

WHILE MOST chessplayers have their eyes only on the controversial Spassky-Korchnoi match now in its final stages, the young British players are quietly gaining further international successes.

Jonathan Mestel, aged 20, and Jon Speelman, 21, are in the running for grandmaster and international master results respectively when this morning's final round starts at Hastings.

Speelman, previously a talented but erratic performer, made a big step towards chess maturity by drawing with some ease against the leading grand-

masters from Petrosian down-wards. Mestel is doing still better, and could qualify as the world's youngest current grandmaster if he finishes the tournament strongly.

While Mestel and Speelman's final result still hangs in the balance, the European junior championship at Groningen, Holland, which ended last week, had a most encouraging outcome.

With one game to go there were five joint leaders. Two-Dolmatov and Georgiev of Bulgaria—represented the professionally trained East Europeans; but the others—Goodman and Taubert of England, and Upton of Scotland—were all from Britain.

Shaun Taubert, already wide awake and followed with the four-to cover with the Queen would have given South a chance to make the contract by winning with the Ace and returning a low spade to the ten.

As it was, West won with the King, and returned a diamond to the Queen. South cashed his hearts and clubs, but eventually he had to lose a spade to East, and went one down.

Let us look more deeply into the position. If dummy's spades had been Knave, ten, nine instead of Knave, ten, five, the attempt to make the contract by sneezing twice and playing for split honours, would have succeeded. But with no nine in the North hand, is there anything that we can do to redress the balance? Yes, by first playing a low spade from hand. If West decides to jump up with his King, the Knave and ten are still intact, and we can then pick up East's Queen by finesse.

"Very clever," you reply with the suspicion of a sneer, "but West does not have to play his King. If he has any sense, he follows with a low card and allows his partner to win the trick with his Queen. Now the declarer is not any better off than before, is he?"

That is perfectly true, but in that case, of course, we work on an entirely different plan. We no longer play for a finesse against East, which is obviously not workable, but for a squeeze against West.

Let us play the hand through together. After winning the diamond ten in hand, we lead the spade three towards the table. West plays the six, and East takes the trick with his Queen. Suppose East returns a heart—we win on the table, run the other three hearts, cash the spade Ace, the Vienna coup, and then make the three clubs. The third club squeezes West, forcing him either to throw the spade King or unguard the

runner-up in the British Championship and winner of the Berridge international open, handled the last round pressures coolly, won his game, and took the European championship (plus an automatic international master title) on tie-break from the Russian and Bulgarian; the other two British juniors lost their final games but still finished high up.

This is the fifth world or Euro-

pean junior title that England has won since 1973; only Russia, with six titles, has done better, and no other country has succeeded more than once.

Taubert, 19, is in his first year reading natural sciences at Downing College, Cambridge. The national chess coach, Robert Wade, gave him special training before the championship and the Slater Foundation contributed to the costs during

the tournament.

Taubert's decisive game was in the penultimate round: a full point behind the Bulgarian, who was an established international master and the championship favourite, Taubert had to win.

He did so by a well-judged pawn sacrifice which cracked open the Bulgarian defences and drove the black king into the open. It is usually dubious strategy to castle queen's side with Black when the board can be opened up, and this convincing victory shows why.

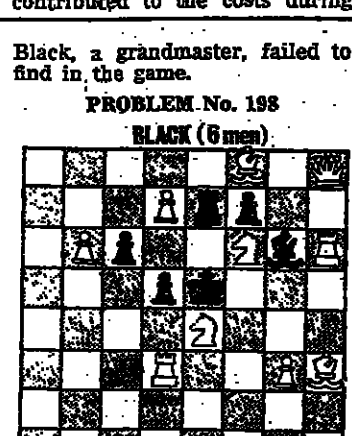
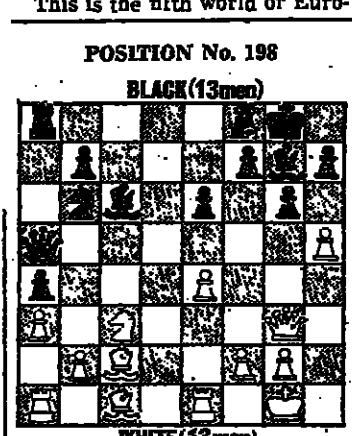
White: S. M. Taubert (England). Black: K. Georgiev (Bulgaria). Opening: Sicilian Defence (European junior championship 1977-78).

1 P-K4, P-QB4; 2 N-KB3, P-Q3; 3 B-N5 ch, B-Q2; 4 BxR ch, QxR; 5 O-O, N-KB3; 6 P-K5, P-P3; 7 NxP, Q-B2; 8 P-Q4, N-B3; 9 B-B4, Q-Q4; 10 P-QB8, NxN; 11 BxN, Q-B5; 12 N-Q2, P-K5; 13 P-QN4, N-Q4; 14 Q-B3, P-B3; 15 B-N3, P-KR4; 16 P-KR3, P-KN4; 17 P-B4, N-B5; 18 P-Q5, K-P2; 19 BxN, P-B3; 20 P-N5, Q-Q2; 21 KR-Q1, Q-B4; 22 P-P3, R-P3; 23 N-B4, RxR ch; 24 RxR, R-Q2; 25 Q-R3, R-Q2; 26 R-K1, Q-Q4; 27 QxRP, QxN; 28 Q-B3, K-B3; 29 Q-B5 ch, K-Q3; 30 Q-N6 ch, K-Q4; 31 Q-K6 ch, Resigns (K-Q5; 32 R-K4 ch).

White mates in two moves, against any defence (by J. R. Neukomm).

Solution Page 2

LEONARD BARDEN



Kurzin v. Jansa, Zinnowitz 1971. Black to move) has the chance to play 1... QxRP. A safe capture—or a poisoned pawn? The problem is to make the correct assessment which

wide awake and followed with the four-to cover with the Queen would have given South a chance to make the contract by winning with the Ace and returning a low spade to the ten.

As it was, West won with the King, and returned a diamond to the Queen. South cashed his hearts and clubs, but eventually he had to lose a spade to East, and went one down.

Let us look more deeply into the position. If dummy's spades had been Knave, ten, nine instead of Knave, ten, five, the attempt to make the contract by sneezing twice and playing for split honours, would have succeeded. But with no nine in the North hand, is there anything that we can do to redress the balance? Yes, by first playing a low spade from hand. If West decides to jump up with his King, the Knave and ten are still intact, and we can then pick up East's Queen by finesse.

"Very clever," you reply with the suspicion of a sneer, "but West does not have to play his King. If he has any sense, he follows with a low card and allows his partner to win the trick with his Queen. Now the declarer is not any better off than before, is he?"

That is perfectly true, but in that case, of course, we work on an entirely different plan. We no longer play for a finesse against East, which is obviously not workable, but for a squeeze against West.

Let us play the hand through together. After winning the diamond ten in hand, we lead the spade three towards the table. West plays the six, and East takes the trick with his Queen. Suppose East returns a heart—we win on the table, run the other three hearts, cash the spade Ace, the Vienna coup, and then make the three clubs. The third club squeezes West, forcing him either to throw the spade King or unguard the

Economic Adviser

for a leading international bank at their large London office.

• RESPONSIBILITY is to the Chief Executive for internal economic advice and guidance affecting banking activity, including foreign exchange and international loans, as well as externally to customers.

• It may prove possible to combine this full-time role with some outside research and teaching activity.

• THE requirement is for persuasive credentials as an economist, and for the capacity to stimulate and challenge through creative thought and commentary.

• SALARY is negotiable, and is unlikely to be less than £15,000.

Write in complete confidence to A. Longland as adviser to the bank quoting reference 5273.

TYZACK & PARTNERS LTD

10 HALLAM STREET LONDON W1N 6DJ

12 CHARLOTTE SQUARE EDINBURGH EH2 4DN

BUILDING SOCIETY RATES

Every Saturday the Financial Times publishes a table giving details of Building Society Rates on offer to the public.

For further details please ring 01-248 8000 Extn. 266

Have you ever wondered...

how some people consistently make money in the commodity markets? The first step must be to find the right broker—skilful, well-informed, employing the very latest analysis techniques—and with an administration system to match.

Send for our free handbook 'An Introduction to The London Commodity Markets' or telephone Simon Bingham on 01-242 2142 to arrange to come and meet us.

Prescot Commodities Ltd
6 Bloomsbury Square WC1A 2LP.

Name

Address

Telephone

Please send me your free Handbook.

The bleak house

the property by that amount. It is a salutary tale for those boom in 1978. When they have who, listening to the scare- to sell who is going to buy: let in normal market circumstances. mongers, are looking to a new them be warned.

Self-help homes for hire

One country not normally associated with cheapness, but yielding some excellent

4. It guarantees that the best possible price will be obtained in the auction room, always provided there are at least two bidders. If there is only one the property will probably be sold at the reserve figure. It also has certain disadvantages:

1. An auction takes longer to

"Our member firms who have some 200 offices up and down Britain" said Mr. Morris "are pledged to give home-movers a service our critics will say we can't afford. But we say we can and we will prove we can." Mr. Morris is the senior partner of the London estate agency of Allsop and Co. Further information 21 Soho Square, London W.1.

CARAVAN PARK
RESIDENTIAL
Highly developed and smallholding with buildings, also fresh water fishery. Ideal holidays, touring and camping. Superior modern house in private grounds overlooking trout fishery. Land extending to approx. 174 acres. Midlands area. Write Box G.1230. Financial Times, 10, Cannon Street. EC4P 4BY.

How to spend it

by Lucia van der Post

Answers to our New Year Quiz

KNOW YOU to all the many readers entered into the spirit of our quiz (compiled for us, for the year running, by Quiz Digest, the only magazine for puzzle addicts). Others before me have discovered impossible "to please all of the la all of the time" and though readers added little notes saying much they had enjoyed the quiz thanked us for the hours of enjoyment it had given them there a few who missed the really tough mathematical problems of last year.

There certainly are a learned bunch (those of you who did not spot (non-deliberate) mistake in the question about Mohammed and his lions (which were in a cave and under a tree) were very inventive in the sorts of trees under which might have seen the "light". They seemed very appropriate to the scene and the terrain and have greatly aided my existing knowledge of trees but in the event we did only fair thing to do was to guard that particular question.

As of you, it seems, got most questions right but when picking winner (which we did by asking outsider to put his hand into a containing the answers and pull

out first one, then another, etc., until we had three correct sets of answers) it became apparent that many of those who failed did so by missing the simplest of things.

The commonest mistake of all was to confuse the pictures of Thackeray and Fielding while other people misspelt Symkyn (Symkyn does not seem to be an accepted spelling).

The word pairs question could be solved in various ways and though the official answer is "joint" all the many readers who came up with "raft" as the left-over word were not disqualified on that account, as that certainly was an acceptable answer.

As usual, the only sadness in awarding the prizes is that so many readers who sent in such clever, learned and ingenious answers could not all be rewarded. Another personal disappointment, to me, is that all the winners turned out, like last year, to be men. I can't quite make out why as leading through the entries we seem to have received at least as many from women.

Many congratulations to the following winners who will shortly receive a mug of champagne with our compliments: J. C. Edwards, Northwood, Middlesex; Colin Tite of Montague Square, London W1; and Mr. Chapple of Sutton, Surrey.

TREASURE HUNT

Readers were asked to find 12 sh towns and cities from clues provided and by g in the diagram, they'd discover what treasure hidden and its location.

Winchester
Penzance
Inverness
Hastings
Banbury
Barry
London
Rotherham
Bakewell
Elgin
Cardiff
Holyhead

treasure was golden and it was found in Bromwich.

FAMOUS STREETS

- Which city has a street popularly called "The Royal Mile"?
Edinburgh
- Where is "The Golden Mile"?
Blackpool
- For what is Lombard Street, London, famous?
Banking
- What is the name given to Chester's galleried streets?
The Rows
- What is unusual about Pulteney Bridge in Bath?
There are shops on it
- Where did the film of London start?
Padding Lane
- In which city is a street called Whip-ma-Whop-ma Gate?
York
- In which street is Shakespeare's birthplace in Stratford-upon-Avon?
Henley Street
- What is the origin of the name Shambles given to streets in some ancient cities?
They were the sites of slaughter-houses
- For which particular house is The Strait in Lincoln famous?
The Jew's House

WHO WROTE WHAT?

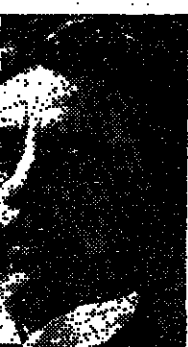
Readers were asked to link up the titles of books, their authors and their pictures.



Joseph Conrad wrote Lord Jim



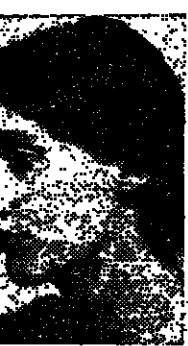
Henry James wrote Daisy Miller



Arnold Bennett wrote Hilda Lessways



W. G. Sebald wrote Barry Lyndon



Virginia Woolf wrote Jacob's Room



Sir Walter Scott wrote Guy Mannering



Henry Fielding wrote Joseph Andrews



Laurence Sterne wrote Tristram Shandy



E. M. Forster wrote Howards End



George Eliot wrote Adam Bede

PLAYS AND PLAYWRIGHTS

Readers were asked to find the authors of various plays.

- PRIESTLEY
- IBSEN
- PINTER
- OSBORNE
- BRECHT
- CHRISTIE
- SHAKESPEARE
- SHAW
- CHEKHOV
- COWARD
- WILDE
- MARLOWE
- BOLT
- ELIOT
- BARRIE
- MILLER
- SHAW

The name in the arrowed column was Tennessee Williams.

MINI-CLOCKWORD

G	A	L	S	W	O	R	T	H
A	P	R	O	P	E	R	A	Y
L	P	L	I	N	T	E	L	D
A	A	W	R	E	N	S	L	E
M	H	A	I	C	T	E	S	
A	C	T	L	E	A	N	D	
B	T	U	Q	E	T	T	E	
A	A	W	G	O	D	N	A	M
L	A	N	O	I	T	A	N	O

THE NUMBERS GAME

- What is meant by a one-horse town?
A very small town where only one person is rich enough to own a horse
- How much is two bits?
25 cents
- Who were the three musketeers?
Athos, Porthos, Aramis
- What are the four freedoms?
Freedom from fear, from want, freedom of speech, of worship
- What is a bunch of lives?
A fist
- Where are the Six Counties?
Northern Ireland
- Where is Seven Dials?
London, WC2
- How would you feel if you were one over the eight?
Somewhat drunk
- Why does it take nine tailors to make a man?
It is thought the word teller was facetiously adapted to tailor and nine tailors (strokes) are tolled at a man's funeral. The expression is used to suggest the physical feebleness of tailors by implying that it would take nine tailors to equal one man of good physique.
- Who were the Council of Ten?
Secret tribunal of the Venetian Republic in 14th to 18th centuries

LITERATURE

- down: Ebenezer Scrooge
The other clues were all across
 - A. Enoch Arden
 - B. Beowulf
 - C. Egdon Heath
 - D. Ngalo Marsh
 - E. Estienne
 - F. Zane Grey
 - G. Elbow grease
 - H. Robert Graves
 - I. Symkyn
 - J. Chivery
 - K. Raymond Chandler
 - L. Oracle
 - M. Otter
 - N. Gregory Sallust
 - O. Edda
- The numbered squares spell out How Green Was My Valley.

TREES

- Under which tree did the ancient Druids hold their ceremonies?
Oak
- Which member of Royalty is said to have popularised the Christmas tree in this country?
Prince Albert
- Which is the world's tallest species of tree?
Redwood (Sequoia Sempervirens)
- Who wrote: "I remember, I remember. The fir trees, dark and high"?
Thomas Hood
- We originally asked: "Under which tree did Mohammed receive his revelation?" However, erudite readers pointed out to us that Mohammed received his revelation in a cave. It was Buddha who saw the light under a Bo tree. We have therefore decided not to count this question either for or against.
- Which English king hid from his enemies in an oak tree?
Charles II
- What year was observed as Tree Planting Year?
1973
- What do foresters mean when they refer to some trees as "stag-headed"?
The trees are bald of leaves at the top.
- Who was the king who hastily summoned a Parliament under what is now known as Parliament Oak at Clipstone, Nottinghamshire?
King John in 1212 or King Edward I in 1290.
- The completed lines read: "I think that I shall never see A poem lovely as a tree."

1st REBUS

COLD COMFORT FARM

2nd REBUS

TO BE HALF SEAS OVER

PAIRS

The word left over was joint.

GREAT ROMANCES

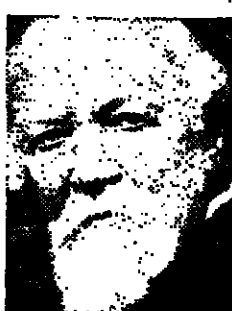
Brief anecdotes were given of some famous romances and readers were asked to discover the protagonists and identify their portraits.



5 Elizabeth Barrett Browning



4 Garibaldi



5 Robert Browning



3 Peter Tchaikovsky



1 Sir Richard Burton



2 Clara Schumann



2 Robert Schumann

Tell-tale talisman

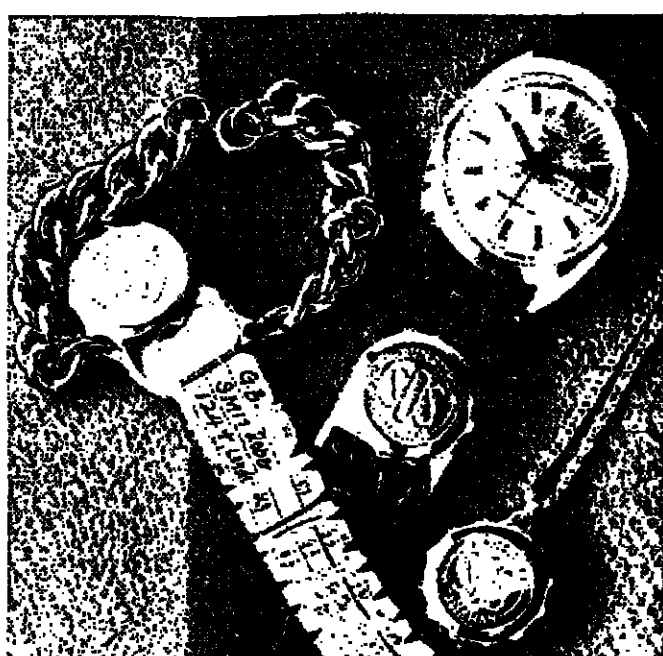
IDENTIFICATION jewellery to be worn in case of a serious accident or illness isn't a very jolly post-Christmas subject but, on the other hand, it could actually save somebody's life one day. The idea behind the SOS Jewellery is that a small, discreet piece of jewellery should conceal all the vital information that might be needed should the wearer either become ill or have an accident.

St John Ambulance is behind the venture and some of the funds raised from the sale will go to help that order. St John Ambulance volunteers of course are often called upon to help out at the site of accidents and so know only too well just how much it can help if all relevant information is easily to hand—people who are very ill, unconscious and unable to speak, often can't indicate if they are allergic to certain drugs, whether they are diabetic, have a heart condition or even just their name and address so that their nearest relations can be informed.

Each piece of SOS jewellery carries a small heat and water resistant capsule which conceals a strip of non-soluble paper on which is written all the information that might be essential in an emergency.

Because the capsule is an intrinsic part of either a watch-strap or a piece of jewellery it will almost always be worn, even while taking part in sport, when things like passports, identification papers and so on are not carried. It is obviously not bulky to wear and though I wouldn't claim that the designs of the jewellery are so ravishing that one would wish to buy them for their own sake, I do think they are sufficiently attractive for most people who might be at risk not to mind wearing them in one form or another.

I think anybody who suffers from a serious allergy (for the gold-plated versions. Gold the owner himself.



A selection of the major items available in the range of SOS Jewellery. The attachment to the watch is £5.50 in chrome and the pendant starts at £5.75 in chrome, is £9.50 if gold-plated, while in silver it is £23.50. In the front of the picture is a bracelet (the price starts at £7.95, is £22.50 for a man's gold-plated version, £16.95 for a woman's gold-plated one) showing the cap removed from the capsule and the strip of vital information unfolded for easy reading.

example, to penicillin), an ill-ness like diabetes, or takes part ruary) and silver (available in the sort of sports which have now) can only be bought from some risk attached to them, jewellers like sume H. Samuel should seriously consider using branches (especially Oxford Circus branch). If you have trouble finding a local stockist SOS Talisman, 212-220 Regent's Park Road, Finchley, London, NS 3HP, will send a leaflet describing all the pieces in detail. Prices and will give you the address of your nearest shop.

The disc that attaches to the watch is the least conspicuous but the disc bracelet is quite nice-looking and the pendant might appeal to some. Prices start at £5.50 for the chrome attachment to the watch strap and go on up to £29.95 for a man's silver bracelet. Boots ask your GP to fill in the medical form and send it to SOS Talisman. You will, of course, need to ask your GP to fill in the medical form and send it to SOS Talisman. You will, of course, need to ask your GP to fill in the medical form and send it to SOS Talisman.

Philippa Davenport's cookery is on Page 8



EXTRA BONUS for with-profit policyholders

Everyone dreams of a windfall. The 125,000 with profit policyholders of UK Provident have just received one in the shape of a record breaking bonus. Record breaking is nothing new to UK Provident. We have been steadily increasing the bonuses we add to with profit life and pension policies ever since 1840. As a mutual office we have no shareholders; all distributed profits go to our with profit policyholders. If you aren't already one of them, ask your life assurance adviser how to join.

Record Bonus Announcement

For eligible with profit life assurance and pension policies, new ordinary bonuses have been declared for the three years 1975 to 1977. These are the highest in the history of UK Provident.

ADDED TO EXISTING POLICIES

Life Policies	£4.30 p.a. for every £100 of sum assured and existing bonuses.
Pension Policies	£4.80 p.a. for every £100 of pension (or sum assured) and attaching bonuses.

PLUS SPECIAL BONUS of 15% of all ordinary bonuses, life and pensions, earned up to and including 31 December 1977.

In the past, many life assurance companies have also offered a variable bonus known as a terminal bonus. This has been payable only at the end of the policy term or on earlier death. The amount of bonus depended upon investment markets; it could—and often did—go down as well as up.

But not in the case of UK Provident: even during the depressed years of 1974 and 1975 we never reduced our terminal bonus. Now we have had a better idea; we are consolidating part of our terminal bonus. A **SPECIAL BONUS** of 15% of all ordinary bonuses attaching at 31 December 1977 is going to eligible with profit policies.

This is a major benefit. In effect, we have added increased bonuses to our with profit policies—bonuses that are guaranteed. Like the new declared ordinary bonuses, the special bonus cannot be taken away or reduced—no matter what happens in investment markets.

Extra bonus means extra benefits...

A savings policy taken out at the beginning of 1975 for £10,000 has now increased to £11,483 with bonuses—and should continue to grow. A Self Employed Pension Plan starting at the same time for a guaranteed pension of £1,000 p.a. will now have an extra £165 of pension—which should also grow to give more on retirement.

Bright prospects...

With profit policyholders can look forward to continued growth through bonuses added to their policies. Because they depend on future profits, future bonuses cannot, of course, be guaranteed. But UK Provident view the future with confidence. We have a good bonus history and a reputation for financial stability based upon an impressive investment record.

Bonus rates for the next three years:

The following rates of bonus will apply to with profit policies paid out on maturity or death in the next three years. These are interim rates, subject to alteration at any time up to our next full bonus declaration on 31 December 1980.

INTERIM BONUS RATES

Life Policies	£4.60 p.a. for every £100 of sum assured and attaching bonuses.
Pension Policies (including self-employed and individual arrangements)	£5.10 p.a. for every £100 of pension (or sum assured) and attaching bonuses.

PLUS TERMINAL BONUS of 10% of all bonuses, declared and interim, for life and pensions policies.

How can your policy grow?

The following table illustrates how UK Provident with profit policies may grow, if these new interim bonus rates continue:

Endowment assurance sum assured: £5,000	For a term of years	Self employed pension plan guaranteed pension: £3,000 p.a.
£7,975	10	£5,013 p.a.
£9,990	15	£6,420 p.a.
£12,540	20	£8,341 p.a.
£15,680	25	£10,530 p.a.
£19,530	30	£13,401 p.a.

NOTE: these figures show the total estimated proceeds payable, including 10% terminal bonus. They are not guaranteed.

Ask your life assurance adviser to tell you about UK Provident, our highly competitive bonuses and the attractive range of policies we offer. This is the life office to depend on. Join us now!

Please send me the FREE guides I have ticked below:

- ☐ SAVINGS ☐ HOUSE PURCHASE ☐ SELF-EMPLOYED PENSIONS
☐ PROTECTION ☐ CTF ☐ INDIVIDUAL PENSIONS

NAME FT/278

ADDRESS

TELEPHONE



UK PROVIDENT, FREEPOST, SALISBURY SP1 2YZ. (no stamp required)

Ask your life assurance adviser

The Arts

Let's Make an Opera!

BY ELIZABETH FORBES

Some kids in blue jeans are lying on their stomachs on the floor, watching television; others are heard from the attic where another child has got locked in an old trunk. When the lock is prised open, along with the incarcerated child is found a newspaper, dating from the 1840s.

Opera

with a story about the death of a sweep's climbing boy while up a chimney. The children use this story as the basis for their opera, *The Little Sweep*, preferring a home-made effort to the Gollum-like or some such standard entertainment.

The framework of Britten's *Let's Make an Opera* has been brought up to date by Eric Crozier, librettist of the original 1948 version, and Sally Day, who directs the Welsh National Opera's new production. The *Little Sweep*, unaltered, remains after nearly 30 years an example as moving and as powerful, in its way, as any of Britten's other dramatic depictions of the outsider, intended only for adults. At the Sherman Theatre, Cardiff,

the children in the audience—some 95 per cent—are at first a bit self-conscious at participating in an opera.

During the rehearsal of the songs, the conductor, Julian Smith, soon overcomes any such embarrassment on our part and by the time we get to "Sammy's Bath" with its catchy waltz tune, everybody, child or adult, is joining in wholeheartedly. The bird noises in "The Night Song" release all lingering inhibitions (as one of the turtledoves who go "Prr-oo!" indignantly refute the suggestion that Julian Smith's reference to a cuckoo among the critics has anything to do with me).

For the opera, Antony McDonald's set adapts deftly from modern games-room to early-Victorian nursery; his costumes, especially the children's, are charming. Sally Day allows the affecting tale of Sammy's rescue from a brutal master by the Brook children, helped by their cousins the Cromes and the Cromes' nursemaid, Rowan, to unfold naturally, with seeming spontaneity. The villains of the piece, Black Bob the sweep, Clem his assistant and Miss Baggott the housekeeper, are made satisfyingly

horrid. Rowan, agreeably sung by Helen Field, rightly looks very little older than her charges.

Margaret Baiton makes a splendid Juliet, staging a most spectacular faint as Miss Baggott—redoubtably played by Caroline Baker—advances on the toy cupboard in which Sammy is hidden. Andrew Thomas as Sammy appears properly pathetic and the other children all contribute lively performances. Peter Massocchi, doubling Black Bob with Tom the Cookman, also convinces as "Peter," composer of the opera, while Mark Hamilton (Alfred the Gardener as well as Clem) auditions with an engaging account of "Early one morning" as "Mark," owner of the local DIY shop, who sings tenor at St. Botolph's.

The orchestral ensemble—string quartet, percussion and piano—plays Britten's beautiful score with the care it deserves and Julian Smith manages to keep audience and stage together in the finale, "Coaching Song," right up to the last bar. From Cardiff the WNO *Let's Make an Opera* goes to Bangor, Harlech, Colwyn Bay, Aberystwyth, Haverfordwest, Malvern and Coventry.



Peter Massocchi, Andrew Thomas and Mark Hamilton

Theatres this week . . . and next

WAREHOUSE: Frozen Assets: a much more traditional opening of the Shaw, a revival of J. B. Priestley's metaphysical thriller, trouble but this time the one dimensional view and the tacked on happy ending are too much to take.

THEATRE UPSTAIRS: Our Own People: A dramatisation of an industrial dispute involving white and coloured workers is the effective theme of this polemic by David Edgar.

NEW END: Private Dick: The Chandler myth portrayed through a series of parodies too well worn to make much impact.

AMBASSADORS: Memoir: Siobhan McKenna portrays Sarah Bernhardt in this undramatic biography which is not without charm.

RIVERSIDE STUDIOS: The Cherry Orchard: This latest production at this new auditorium in Hammersmith gives the venture a most encouraging start.

Julie Covington, Eleanor Bron and Judy Parfitt are featured, and Peter Gill directs.

On Tuesday, *Kingdom Come*, described as a Caribbean- Irish musical, by Stewart Parker of Spokenword fame and music by Shaun Dwyer, opens at the Kings Head, Islington where you can eat before the show. You can also dine at Country Cousin in Chelsea which features from Tuesday a season of Hollywood lawn U.S. drag artist.

SAYS I, SAYS SHE: premiered in Sheffield, arrives in London at the Theatre Upstairs on Wednesday, while at Oxford on the same night there is a revival of Joe Orton's black comedy *What The Butler Saw*. Another out of town opening of some importance is the whole series of lectures merely on the first, but I felt that in spite of the admirably direct beginning, "Who are you? Where do you come from and where are you going?" the points were not made with quite the cogency I would have expected.

No doubt this was in part due to the great complexity of the whole operation. Prof. Halsey had both to explain how sociology works, its use of concepts like "pair-bonding" (marriage), and then to discuss how this way of viewing society reveals the changes which revolutionary ideas such as liberty, equality and fraternity have wrought. It is the last-named and most neglected of this trio which is to be the professor's particular quarry in these lectures; his hunt after it should be an historical blood-sport of some fascination.

If the professor were looking for one English author whose work reveals both the elements of change and of continuity in a society he could not do better than to pick on Hardy. The BBC have picked on him for a different reason: because he died fifty years ago last Wednesday, and they have been noting this fact in a number of pro-

grams with a Hardy base. These include *Finn's Hardy*, three programmes on Radio 3 devoted to performances of Hardy poems set to music by Gerald Finzi, and *A Woman Much Missed* (Radio 3 January 13), H. Collin Davis's feature about Hardy's wooing of, and marriage to, Emma Gifford. My only grumble about all these programmes was that they were put out at around four o'clock in the afternoon and therefore were likely to have been missed by persons gainfully employed at their places of work at that time.

However the deprivation was not total. *The Poetic Genius of Thomas Hardy* (Radio 3, January 10) came on at 10 o'clock, an appropriate time to listen to love poetry. The poems were read as illustrations to a talk by Michael Alexander of Stirling University in which he argued that Hardy was one of the great masters of modern English poetry with a special appeal for contemporary poets like Philip Larkin. Mr. Alexander's comments were sensible and pertinent. I had always taken Hardy's greatness in this respect to have been established ages ago. Lyton Strachey demonstrated it first when reviewing *Satires of Circumstance* in *The New Statesman* in 1914. "What gives Mr. Hardy's poems their unique flavour is precisely their utter lack of romanticism, their common, undecorated presentments of things. They are, in fact, modern as no other poems are."

It was the poems that immediately preceded these, the poems Hardy wrote in the month following Emma's death, which Mr. Alexander suggested were his supreme achievement, and we heard such poignant works as "The Going," "The Voice" and "After a Journey." They were well read by Hugh Burden but should not this programme have been broadcast after and not before *A Woman Much Missed*?

The strength of what one might call the indigenous strain in English writing was gloriously evident again in a re-broadcast of *The Pilgrim's Progress* with part due to the great complexity of the whole operation. Prof. Halsey had both to explain how sociology works, its use of concepts like "pair-bonding" (marriage), and then to discuss how this way of viewing society reveals the changes which revolutionary ideas such as liberty, equality and fraternity have wrought. It is the last-named and most neglected of this trio which is to be the professor's particular quarry in these lectures; his hunt after it should be an historical blood-sport of some fascination.

If the professor were looking for one English author whose work reveals both the elements of change and of continuity in a society he could not do better than to pick on Hardy. The BBC have picked on him for a different reason: because he died fifty years ago last Wednesday, and they have been noting this fact in a number of pro-

England made them

BY ANTHONY CURTIS

The Reith Lectures are a severe test for an academic. Don shall speak unto nation. When he does he is expected to say something of profound importance which the intelligent layman, and not merely the fellow-academic, can comprehend without too much difficulty. The first Reith lecturer in 1948 was that master of lucid utterance, Bertrand Russell. This year it is Professor A. H. Halsey, professor of social and administrative studies at Oxford. His opening lecture, *Change in British Society*, was heard this week (Radio 4, January 11). As a preview we learned something about the lecturer's own life and attitudes in a conversation he had with Michael Charlton the week before (Radio 4, January 4). He emerged from that as an engaging talker, proud of the values he inherited from his working-class background—his father

was a railway porter and an active trade unionist—as well as being critical of them. He went to LSE by choice, rather than to Oxford, already beginning to diagnose the divisive diseases afflicting British society and determined to probe to the roots of status-distinctions and anomalous inequalities.

To many listeners it will have been a pleasant surprise to discover a sociologist of such eminence with such a pragmatic approach to the job and such sympathetic motivation. It would be presumptuous to judge the whole series of lectures merely on the first, but I felt that in spite of the admirably direct beginning, "Who are you? Where do you come from and where are you going?" the points were not made with quite the cogency I would have expected.

No doubt this was in part due to the great complexity of the whole operation. Prof. Halsey had both to explain how sociology works, its use of concepts like "pair-bonding" (marriage), and then to discuss how this way of viewing society reveals the changes which revolutionary ideas such as liberty, equality and fraternity have wrought. It is the last-named and most neglected of this trio which is to be the professor's particular quarry in these lectures; his hunt after it should be an historical blood-sport of some fascination.

If the professor were looking for one English author whose work reveals both the elements of change and of continuity in a society he could not do better than to pick on Hardy. The BBC have picked on him for a different reason: because he died fifty years ago last Wednesday, and they have been noting this fact in a number of pro-

grams with a Hardy base. These include *Finn's Hardy*, three programmes on Radio 3 devoted to performances of Hardy poems set to music by Gerald Finzi, and *A Woman Much Missed* (Radio 3 January 13), H. Collin Davis's feature about Hardy's wooing of, and marriage to, Emma Gifford. My only grumble about all these programmes was that they were put out at around four o'clock in the afternoon and therefore were likely to have been missed by persons gainfully employed at their places of work at that time.

However the deprivation was not total. *The Poetic Genius of Thomas Hardy* (Radio 3, January 10) came on at 10 o'clock, an appropriate time to listen to love poetry. The poems were read as illustrations to a talk by Michael Alexander of Stirling University in which he argued that Hardy was one of the great masters of modern English poetry with a special appeal for contemporary poets like Philip Larkin. Mr. Alexander's comments were sensible and pertinent. I had always taken Hardy's greatness in this respect to have been established ages ago. Lyton Strachey demonstrated it first when reviewing *Satires of Circumstance* in *The New Statesman* in 1914. "What gives Mr. Hardy's poems their unique flavour is precisely their utter lack of romanticism, their common, undecorated presentments of things. They are, in fact, modern as no other poems are."

It was the poems that immediately preceded these, the poems Hardy wrote in the month following Emma's death, which Mr. Alexander suggested were his supreme achievement, and we heard such poignant works as "The Going," "The Voice" and "After a Journey." They were well read by Hugh Burden but should not this programme have been broadcast after and not before *A Woman Much Missed*?

The strength of what one might call the indigenous strain in English writing was gloriously evident again in a re-broadcast of *The Pilgrim's Progress* with part due to the great complexity of the whole operation. Prof. Halsey had both to explain how sociology works, its use of concepts like "pair-bonding" (marriage), and then to discuss how this way of viewing society reveals the changes which revolutionary ideas such as liberty, equality and fraternity have wrought. It is the last-named and most neglected of this trio which is to be the professor's particular quarry in these lectures; his hunt after it should be an historical blood-sport of some fascination.

If the professor were looking for one English author whose work reveals both the elements of change and of continuity in a society he could not do better than to pick on Hardy. The BBC have picked on him for a different reason: because he died fifty years ago last Wednesday, and they have been noting this fact in a number of pro-

grams with a Hardy base. These include *Finn's Hardy*, three programmes on Radio 3 devoted to performances of Hardy poems set to music by Gerald Finzi, and *A Woman Much Missed* (Radio 3 January 13), H. Collin Davis's feature about Hardy's wooing of, and marriage to, Emma Gifford. My only grumble about all these programmes was that they were put out at around four o'clock in the afternoon and therefore were likely to have been missed by persons gainfully employed at their places of work at that time.

However the deprivation was not total. *The Poetic Genius of Thomas Hardy* (Radio 3, January 10) came on at 10 o'clock, an appropriate time to listen to love poetry. The poems were read as illustrations to a talk by Michael Alexander of Stirling University in which he argued that Hardy was one of the great masters of modern English poetry with a special appeal for contemporary poets like Philip Larkin. Mr. Alexander's comments were sensible and pertinent. I had always taken Hardy's greatness in this respect to have been established ages ago. Lyton Strachey demonstrated it first when reviewing *Satires of Circumstance* in *The New Statesman* in 1914. "What gives Mr. Hardy's poems their unique flavour is precisely their utter lack of romanticism, their common, undecorated presentments of things. They are, in fact, modern as no other poems are."

It was the poems that immediately preceded these, the poems Hardy wrote in the month following Emma's death, which Mr. Alexander suggested were his supreme achievement, and we heard such poignant works as "The Going," "The Voice" and "After a Journey." They were well read by Hugh Burden but should not this programme have been broadcast after and not before *A Woman Much Missed*?

The strength of what one might call the indigenous strain in English writing was gloriously evident again in a re-broadcast of *The Pilgrim's Progress* with part due to the great complexity of the whole operation. Prof. Halsey had both to explain how sociology works, its use of concepts like "pair-bonding" (marriage), and then to discuss how this way of viewing society reveals the changes which revolutionary ideas such as liberty, equality and fraternity have wrought. It is the last-named and most neglected of this trio which is to be the professor's particular quarry in these lectures; his hunt after it should be an historical blood-sport of some fascination.

If the professor were looking for one English author whose work reveals both the elements of change and of continuity in a society he could not do better than to pick on Hardy. The BBC have picked on him for a different reason: because he died fifty years ago last Wednesday, and they have been noting this fact in a number of pro-

grams with a Hardy base. These include *Finn's Hardy*, three programmes on Radio 3 devoted to performances of Hardy poems set to music by Gerald Finzi, and *A Woman Much Missed* (Radio 3 January 13), H. Collin Davis's feature about Hardy's wooing of, and marriage to, Emma Gifford. My only grumble about all these programmes was that they were put out at around four o'clock in the afternoon and therefore were likely to have been missed by persons gainfully employed at their places of work at that time.

However the deprivation was not total. *The Poetic Genius of Thomas Hardy* (Radio 3, January 10) came on at 10 o'clock, an appropriate time to listen to love poetry. The poems were read as illustrations to a talk by Michael Alexander of Stirling University in which he argued that Hardy was one of the great masters of modern English poetry with a special appeal for contemporary poets like Philip Larkin. Mr. Alexander's comments were sensible and pertinent. I had always taken Hardy's greatness in this respect to have been established ages ago. Lyton Strachey demonstrated it first when reviewing *Satires of Circumstance* in *The New Statesman* in 1914. "What gives Mr. Hardy's poems their unique flavour is precisely their utter lack of romanticism, their common, undecorated presentments of things. They are, in fact, modern as no other poems are."

It was the poems that immediately preceded these, the poems Hardy wrote in the month following Emma's death, which Mr. Alexander suggested were his supreme achievement, and we heard such poignant works as "The Going," "The Voice" and "After a Journey." They were well read by Hugh Burden but should not this programme have been broadcast after and not before *A Woman Much Missed*?

The strength of what one might call the indigenous strain in English writing was gloriously evident again in a re-broadcast of *The Pilgrim's Progress* with part due to the great complexity of the whole operation. Prof. Halsey had both to explain how sociology works, its use of concepts like "pair-bonding" (marriage), and then to discuss how this way of viewing society reveals the changes which revolutionary ideas such as liberty, equality and fraternity have wrought. It is the last-named and most neglected of this trio which is to be the professor's particular quarry in these lectures; his hunt after it should be an historical blood-sport of some fascination.

If the professor were looking for one English author whose work reveals both the elements of change and of continuity in a society he could not do better than to pick on Hardy. The BBC have picked on him for a different reason: because he died fifty years ago last Wednesday, and they have been noting this fact in a number of pro-

grams with a Hardy base. These include *Finn's Hardy*, three programmes on Radio 3 devoted to performances of Hardy poems set to music by Gerald Finzi, and *A Woman Much Missed* (Radio 3 January 13), H. Collin Davis's feature about Hardy's wooing of, and marriage to, Emma Gifford. My only grumble about all these programmes was that they were put out at around four o'clock in the afternoon and therefore were likely to have been missed by persons gainfully employed at their places of work at that time.

However the deprivation was not total. *The Poetic Genius of Thomas Hardy* (Radio 3, January 10) came on at 10 o'clock, an appropriate time to listen to love poetry. The poems were read as illustrations to a talk by Michael Alexander of Stirling University in which he argued that Hardy was one of the great masters of modern English poetry with a special appeal for contemporary poets like Philip Larkin. Mr. Alexander's comments were sensible and pertinent. I had always taken Hardy's greatness in this respect to have been established ages ago. Lyton Strachey demonstrated it first when reviewing *Satires of Circumstance* in *The New Statesman* in 1914. "What gives Mr. Hardy's poems their unique flavour is precisely their utter lack of romanticism, their common, undecorated presentments of things. They are, in fact, modern as no other poems are."

It was the poems that immediately preceded these, the poems Hardy wrote in the month following Emma's death, which Mr. Alexander suggested were his supreme achievement, and we heard such poignant works as "The Going," "The Voice" and "After a Journey." They were well read by Hugh Burden but should not this programme have been broadcast after and not before *A Woman Much Missed*?

The Reith Lectures are a severe test for an academic. Don shall speak unto nation. When he does he is expected to say something of profound importance which the intelligent layman, and not merely the fellow-academic, can comprehend without too much difficulty. The first Reith lecturer in 1948 was that master of lucid utterance, Bertrand Russell. This year it is Professor A. H. Halsey, professor of social and administrative studies at Oxford. His opening lecture, *Change in British Society*, was heard this week (Radio 4, January 11). As a preview we learned something about the lecturer's own life and attitudes in a conversation he had with Michael Charlton the week before (Radio 4, January 4). He emerged from that as an engaging talker, proud of the values he inherited from his working-class background—his father

was a railway porter and an active trade unionist—as well as being critical of them. He went to LSE by choice, rather than to Oxford, already beginning to diagnose the divisive diseases afflicting British society and determined to probe to the roots of status-distinctions and anomalous inequalities.

To many listeners it will have been a pleasant surprise to discover a sociologist of such eminence with such a pragmatic approach to the job and such sympathetic motivation. It would be presumptuous to judge the whole series of lectures merely on the first, but I felt that in spite of the admirably direct beginning, "Who are you? Where do you come from and where are you going?" the points were not made with quite the cogency I would have expected.

No doubt this was in part due to the great complexity of the whole operation. Prof. Halsey had both to explain how sociology works, its use of concepts like "pair-bonding" (marriage), and then to discuss how this way of viewing society reveals the changes which revolutionary ideas such as liberty, equality and fraternity have wrought. It is the last-named and most neglected of this trio which is to be the professor's particular quarry in these lectures; his hunt after it should be an historical blood-sport of some fascination.

If the professor were looking for one English author whose work reveals both the elements of change and of continuity in a society he could not do better than to pick on Hardy. The BBC have picked on him for a different reason: because he died fifty years ago last Wednesday, and they have been noting this fact in a number of pro-

grams with a Hardy base. These include *Finn's Hardy*, three programmes on Radio 3 devoted to performances of Hardy poems set to music by Gerald Finzi, and *A Woman Much Missed* (Radio 3 January 13), H. Collin Davis's feature about Hardy's wooing of, and marriage to, Emma Gifford. My only grumble about all these programmes was that they were put out at around four o'clock in the afternoon and therefore were likely to have been missed by persons gainfully employed at their places of work at that time.

However the deprivation was not total. *The Poetic Genius of Thomas Hardy* (Radio 3, January 10) came on at 10 o'clock, an appropriate time to listen to love poetry. The poems were read as illustrations to a talk by Michael Alexander of Stirling University in which he argued that Hardy was one of the great masters of modern English poetry with a special appeal for contemporary poets like Philip Larkin. Mr. Alexander's comments were sensible and pertinent. I had always taken Hardy's greatness in this respect to have been established ages ago. Lyton Strachey demonstrated it first when reviewing *Satires of Circumstance* in *The New Statesman* in 1914. "What gives Mr. Hardy's poems their unique flavour is precisely their utter lack of romanticism, their common, undecorated presentments of things. They are, in fact, modern as no other poems are."

It was the poems that immediately preceded these, the poems Hardy wrote in the month following Emma's death, which Mr. Alexander suggested were his supreme achievement, and we heard such poignant works as "The Going," "The Voice" and "After a Journey." They were well read by Hugh Burden but should not this programme have been broadcast after and not before *A Woman Much Missed*?

The strength of what one might call the indigenous strain in English writing was gloriously evident again in a re-broadcast of *The Pilgrim's Progress* with part due to the great complexity of the whole operation. Prof. Halsey had both to explain how sociology works, its use of concepts like "pair-bonding" (marriage), and then to discuss how this way of viewing society reveals the changes which revolutionary ideas such as liberty, equality and fraternity have wrought. It is the last-named and most neglected of this trio which is to be the professor's particular quarry in these lectures; his hunt after it should be an historical blood-sport of some fascination.

If the professor were looking for one English author whose work reveals both the elements of change and of continuity in a society he could not do better than to pick on Hardy. The BBC have picked on him for a different reason: because he died fifty years ago last Wednesday, and they have been noting this fact in a number of pro-

grams with a Hardy base. These include *Finn's Hardy*, three programmes on Radio 3 devoted to performances of Hardy poems set to music by Gerald Finzi, and *A Woman Much Missed* (Radio 3 January 13), H. Collin Davis's feature about Hardy's wooing of, and marriage to, Emma Gifford. My only grumble about all these programmes was that they were put out at around four o'clock in the afternoon and therefore were likely to have been missed by persons gainfully employed at their places of work at that time.

However the deprivation was not total. *The Poetic Genius of Thomas Hardy* (Radio 3, January 10) came on at 10 o'clock, an appropriate time to listen to love poetry. The poems were read as illustrations to a talk by Michael Alexander of Stirling University in which he argued that Hardy was one of the great masters of modern English poetry with a special appeal for contemporary poets like Philip Larkin. Mr. Alexander's comments were sensible and pertinent. I had always taken Hardy's greatness in this respect to have been established ages ago. Lyton Strachey demonstrated it first when reviewing *Satires of Circumstance* in *The New Statesman* in 1914. "What gives Mr. Hardy's poems their unique flavour is precisely their utter lack of romanticism, their common, undecorated presentments of things. They are, in fact, modern as no other poems are."

It was the poems that immediately preceded these, the poems Hardy wrote in the month following Emma's death, which Mr. Alexander suggested were his supreme achievement, and we heard such poignant works as "The Going," "The Voice" and "After a Journey." They were well read by Hugh Burden but should not this programme have been broadcast after and not before *A Woman Much Missed*?

The strength of what one might call the indigenous strain in English writing was gloriously evident again in a re-broadcast of *The Pilgrim's Progress* with part due to the great complexity of the whole operation. Prof. Halsey had both to explain how sociology works, its use of concepts like "pair-bonding" (marriage), and then to discuss how this way of viewing society reveals the changes which revolutionary ideas such as liberty, equality and fraternity have wrought. It is the last-named and most neglected of this trio which is to be the professor's particular quarry in these lectures; his hunt after it should be an historical blood-sport of some fascination.

If the professor were looking for one English author whose work reveals both the elements of change and of continuity in a society he could not do better than to pick on Hardy. The BBC have picked on him for a different reason: because he died fifty years ago last Wednesday, and they have been noting this fact in a number of pro-

grams with a Hardy base. These include *Finn's Hardy*, three programmes on Radio 3 devoted to performances of Hardy poems set to music by Gerald Finzi, and *A Woman Much Missed* (Radio 3 January 13), H. Collin Davis's feature about Hardy's wooing of, and marriage to, Emma Gifford. My only grumble about all these programmes was that they were put out at around four o'clock in the afternoon and therefore were likely to have been missed by persons gainfully employed at their places of work at that time.

However the deprivation was not total. *The Poetic Genius of Thomas Hardy* (Radio 3, January 10) came on at 10 o'clock, an appropriate time to listen to love poetry. The poems were read as illustrations to a talk by Michael Alexander of Stirling University in which he argued that Hardy was one of the great masters of modern English poetry with a special appeal for contemporary poets like Philip Larkin. Mr. Alexander's comments were sensible and pertinent. I had always taken Hardy's greatness in this respect to have been established ages ago. Lyton Strachey demonstrated it first when reviewing *Satires of Circumstance* in *The New Statesman* in 1914. "What gives Mr. Hardy's poems their unique flavour is precisely their utter lack of romanticism, their common, undecorated presentments of things. They are, in fact, modern as no other poems are."

It was the poems that immediately preceded these, the poems Hardy wrote in the month following Emma's death, which Mr. Alexander suggested were his supreme achievement, and we heard such poignant works as "The Going," "The Voice" and "After a Journey." They were well read by Hugh Burden but should not this programme have been broadcast after and not before *A Woman Much Missed*?

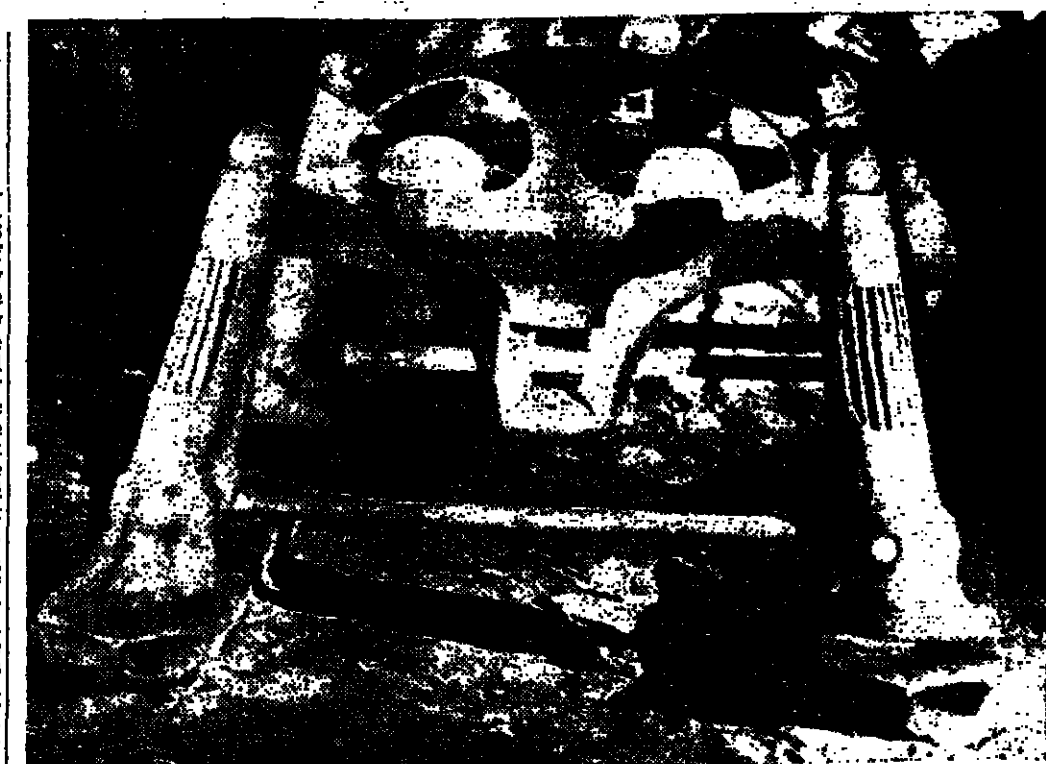
The strength of what one might call the indigenous strain in English writing was gloriously evident again in a re-broadcast of *The Pilgrim's Progress* with part due to the great complexity of the whole operation. Prof. Halsey had both to explain how sociology works, its use of concepts like "pair-bonding" (marriage), and then to discuss how this way of viewing society reveals the changes which revolutionary ideas such as liberty, equality and fraternity have wrought. It is the last-named and most neglected of this trio which is to be the professor's particular quarry in these lectures; his hunt after it should be an historical blood-sport of some fascination.

If the professor were looking for one English author whose work reveals both the elements of change and of continuity in a society he could not do better than to pick on Hardy. The BBC have picked on him for a different reason: because he died fifty years ago last Wednesday, and they have been noting this fact in a number of pro-

grams with a Hardy base. These include *Finn's Hardy*, three programmes on Radio 3 devoted to performances of Hardy poems set to music by Gerald Finzi, and *A Woman Much Missed* (Radio 3 January 13), H. Collin Davis's feature about Hardy's wooing of, and marriage to, Emma Gifford. My only grumble about all these programmes was that they were put out at around four o'clock in the afternoon and therefore were likely to have been missed by persons gainfully employed at their places of work at that time.

However the deprivation was not total. *The Poetic Genius of Thomas Hardy* (Radio 3, January 10) came on at 10 o'clock, an appropriate time to listen to love poetry. The poems were read as illustrations to a talk by Michael Alexander of Stirling University in which he argued that Hardy was one of the great masters of modern English poetry with a special appeal for contemporary poets like Philip Larkin. Mr. Alexander's comments were sensible and pertinent. I had always taken Hardy's greatness in this respect to have been established ages ago. Lyton Strachey demonstrated it first when reviewing *Satires of Circumstance* in *The New Statesman* in 1914. "What gives Mr. Hardy's poems their unique flavour is precisely their utter lack of romanticism, their common, undecorated presentments of things. They are, in fact, modern as no other poems are."

It was the poems that immediately preceded these, the poems Hardy wrote in the month following Emma's death, which Mr. Alexander suggested were his supreme achievement, and we heard such poignant works as "The Going," "The Voice" and "After a Journey." They were well read by Hugh Burden but should not this programme have been broadcast after and not before *A Woman Much Missed*?



A hologram of a model of Atlantis from the James Bond film "The Spy Who Loved Me"

Light Fantastic 2

BY CHRIS DUNKLEY

Light Fantastic 2 is, as the title housing solid models. The illustrations, the Royal Academy's show is truly startling. More second exhibition of holograms, over the contrast between the first appeared less than a new exhibit and the four rather year ago, and the RA points out enthusiastically that: "It is an unprecedented step for the Academy to invite the return of an exhibition on the same subject twice in one year." What, then, has caused this unique occurrence?

A hologram is "a three-dimensional light image recorded with lasers beamed on to an emulsified plate and then projected into space." In other words a 3D picture. However, if that brings to mind the films of '60s which involved wearing red and green spectacles, it must be said that the artifacts on view at the RA for the next three months are very much more convincingly three-dimensional.

So much so, that in the first of the exhibit's three darkened rooms, successive newcomers can be seen peering in total disbelief round and behind the flat glass plates clearly expecting to discover deep boxes

suggesting that holograms in the home may soon be feasible. For children there are exhibits of the robots and space ships from *Star Wars* (though children will have to be held up for ever, a hologram since angle of vision is critical). And the two most dramatic illusions on show were of a cylinder which appears to project three feet into the gallery, disappearing as you walk "into" it, and a skull which—reportedly because the hologram is inverted, and the brain will not accept the fact—only sits out in space, but follows you inexorably around the room as you move.

Academy president Sir Hugh Casson, writing in the catalogue (actually not a catalogue, but a brief technical pamphlet lacking even a list of exhibits) mentions the hologram's "contribution to the entire show seems better suited to the Science Museum. However, there is about it a sense of the small beginnings of something tremendous—like photography in 1840, perhaps.

Sweet corn was quite good despite the weather thanks mainly to growing a really early variety, Sutton's First of All. It is not the sweetest sweet corn I know but it is certainly the most reliable for my conditions. It is years since I attempted to grow onions from seed since germination in my cold wet soil is so slow and unreliable but I grow good onions from sets. Both Coronado and Rijnburger Wijnbo did well last year and I shall grow both again. I also grew a leek that I had not tried previously, Catalina, and it proved so satisfactory that I have ordered it again.

My best broad bean by far was Imperial Green Windsor, though it did grow so tall that it had to be supported with stakes and string. This year I hope to be able to compare it with Masterpiece Green Longpod which I was unable to buy last year.

Little Gem, my favourite small lettuce, did not stand well last summer despite the cool weather. Several of the newer varieties, including Irma and Dorina, are said to be highly resistant to bolting whatever the weather and should be worth a trial. Seed is expensive but a little goes a long way.

During ten years' Scottish fishing we had two good years, but one year my share of the catch was nil. So the mathematical probabilities of actually catching a fish are slight. They are almost as poor even on a good beat on the Wye. On what could be the best beat last year I am told, 380 fish were caught in a season of 248 days, or 1.12 fish a day. Six rods could fish every day, so the odds are at least 5 to 1 against.

On balance then it is probable that a fixed period on one river should give a better chance of finding salmon on the take than fixed days a week. On the other hand to confine salmon fishing to a week or so a year would leave an awfully long blank period until the next time.

Salmon are said not to feed in fresh water, but they will from time to time snatch at various kinds of flies or lures. Using worms or prawns is a more certain way of catching them, but such methods are not allowed on the best rivers. The

Highland story is quickly told. In 1976 there were no fish in the river, and in 1977 there was very little water during my period of fishing. The Wye was poor in 1976, rather better in 1977. There were fish about in both years and I was well showered when they leapt beside the boat, but in no case was I able to catch one. Two guests to whom I had given days each hooked one and then lost it. I did at least catch a few pike.

The theory behind the day-a-week rod is that there is always a chance that the fish will be in taking mood on one of the 34 days of fishing. Of course there will not be 34 days. On many of them the river will be wrong; through being too high, too low, and too cloudy. And of course unless one is really ruthless there will be family and business occasions which can come before fishing, but not many.

This halves the number of days when the fishing is actually possible. So a fortnight on a Scottish river (12 days of

fishing because the Scots won't fish on Sundays), would probably provide almost as much fishing as the day a week through the whole season or nearer home. The overall cost would not be much greater, although Scottish hotel rates I find the most extortionate in Europe. But fishing is not

Inlingua for languages

Tuition: translating: interpreting

Specialists in the one-to-one teaching of executives.
"How the teacher teaches to give maximum learning in minimum time" is the primary consideration of the Inlingua method.

CIP® - Crash Intensity Programme
Consists of 120 periods of individual tuition extending over four weeks, designed according to the needs of the pupil.

MIP® - Maximum Intensity Programme
For executives, company directors and others who wish to learn a language with maximum speed. The programme lasts four weeks and includes 200 hours of private tuition (including special "intensive" lessons), lunch on weekdays, escorted outings, textbooks and tape-recorded summaries of each day's lessons. This programme is offered at Inlingua centres in the country where the language is spoken, e.g. French in Paris or Brussels; Japanese in Tokyo; English in Dublin or London.

Inlingua is only 10 years old. Yet it has over 150 language schools throughout the world and your local Inlingua school can put the services of all these schools at your disposal. Why not contact your local Inlingua school?

Birmingham: 8-10 Rotton Park Road, Birmingham B19 3JU. Tel 021 454 0204.
Brighton & Hove: 57 Portland Road, Hove, Sussex BN3 5DQ.
Cambridge: 120 The Quadrant, Cambridge CB2 3RQ. Telephone 0227 625453.
Canterbury: Hawks Lane, Canterbury, Kent CT1 2NU. Telephone 0227 625453.
Dublin: 12 Carr Street, Dublin 2. Telephone 01 788095. Telex 30424.
Eastbourne: 27 Gildred Road, Eastbourne, Sussex BN21 4RU.
London: 0323 32256. Telex 87323 - prefix code Eastbourne.
London: 19 Devonshire Road, Hastings, Sussex BN21 1BE.
London: 0241 43841. Telex 87323 - prefix code Hastings.
London: 197 Victoria Street, London SW1E 5NE. Tel 01-828 1061. Telex 919128.

Inlingua

DUE SPRING 1978

STILLITRON

ARABIC عربي

25% discount on January orders

STILLITRON proudly announce forthcoming publication of their latest audio-visual programmed language course.

- 100-hours of direct-method modern standard Arabic text with cassettes and electronic checker.
- 4-track (a-a-c) cassette recorder and headset optional.
- self-teaching or language laboratory use.

Please send full details, prices and order form for STILLITRON ARABIC.

STILLITRON 72 New Bond Street London W1
telex 23475 tel 01-493 1177

English from experts

INTENSIVE COURSES THROUGHOUT THE YEAR IN GENERAL AND BUSINESS ENGLISH

Maximum of six students per group. Qualified, experienced teachers. Private tuition available. Accommodation arranged with professional families.

For further information, please apply to:

The Registrar, International Language Centre, Executive School,

26 Old Bond Street, London W1X 4NX

Tel: 01-492 0401

Telex: 27636 INTLAN G

ILC's at London, Paris, Tokyo, Osaka, Tripoli

Affiliated to the International House group of Schools



LANGUAGES AT WORK

SOME EXAMPLES OF RECENT COURSES:

ARABIC: Marketing Director (London)
FRENCH: Chemical Engineer (London)
ENGLISH: German Economist (London)
RUSSIAN: Export Manager (London)
SPANISH: Sales Representative (London)
SWEDISH: Sales Representative (London)
SWISS: Planner (London)
GERMAN: Department Manager (London)

TAILOR-MADE COURSES for individuals and groups. A study programme in fit in with your other commitments. In-company or at our teaching centres. • Work-related terminology. • SWISS: Planner (London). • GERMAN: Department Manager (London).

Please write for details to: The Directors of Studies, LANGUAGES AT WORK LTD., 47 St. Michael's St., London, W.2. Tel: 01-252 2873. H-402 5990.

FRENCH FOR BUSINESS

2-week residential crash courses on the FRENCH RIVIERA. Conversational French in small groups at all levels - ALL DAY tuition - meals and evening activities under the guidance of native teachers - Lodging in a brand new residence - Visits to factories, industrial plants and places of interest.

EUROPEAN LANGUAGES FOR EXECUTIVES

23 Pier Road, St. Helier, Jersey - Tel: (334) 27221 - Telex: 41620

THE SPANISH INSTITUTE

102 EATON SQUARE, SW1.

All level courses in Spanish language and culture, shorthand, audio visual aids. "A" level diploma. Post graduate course.

"ESPAÑA CONTEMPORÁNEA"

Full details 01-235 1485



EURO-LANG Courses break through the Language Barrier.

EURO-LANG COURSE OFFER

EURO-LANG COURSE OFFER

Language Courses

Wasteful use of a national asset

THIS REPORT WAS WRITTEN BY MICHAEL DIXON, EDUCATION CORRESPONDENT

MUCH mirth was generated by recent Press reports of President Carter's declaration, through the agency of a rusty interpreter, that he very much fancied the Poles. But the incident also contained a serious point. It is that the everyday use of a language by vast numbers of people inevitably brings, over the passage of time, marked changes in the meaning which the language's words and phrases convey to its habitual users.

The aptness of this point to a nation whose English mother tongue has become the business language, if not the diplomatic language, of the world at large, is illustrated by a tale I have heard about an international conference in Russia at which all the papers were given in English. These were apparently understood readily by the delegates from non-English-speaking countries—with the exception, that is, of the papers given by the British and American lecturers.

So we seem already to have started towards a time when purely native speakers of English are liable to be no more accurate in their use of the international version than the U.S. President's ex-interpreters allegedly was in speaking current Polish. Nor is the prospect of an increasingly separate development diminished by evidence that the lucrative market for instruction in the language is being entered by organisations whose capital and staff are supplied from overseas. The common name for this flourishing market—TEFL, standing for Teaching English as a Foreign Language—seems itself to be starting to assume an ominous double meaning. And while the signs of it may as yet represent a cloud no bigger than a man's hand, that should surely be a sufficient warning against continued complacency about linguistic matters on the part of the U.K.

But we remain overwhelmingly complacent about them. We do so, moreover, in two ways which are both at the expense of this country's material well-being.

The first of these two kinds of needless sacrifice lies in a nonchalant official attitude to the potential returns offered by our native tongue. The possibility that the U.K.'s dominant ability to supply instruction in English to all-comers may be eroded in the future can only

Oddly

Continual exhortations by Government about the need for greater overseas income chime oddly with its evident disdain for the prospective earnings represented by the copious demand by would-be students from abroad. There can be little doubt that more would readily be paid by many of them, especially those from the Middle East and the growing numbers of applicants from countries such as Hong Kong and Singapore. There is no doubt at all that even now the tuition fees charged by the State institutions are still well below the unit-cost to U.K. taxpayers of providing the student places. But it is also certain that there will be no real-term increase in the fees for the next academic year starting in the autumn.

Mrs. Shirley Williams, Secretary for Education and Science, apparently wanted to, but two days ago confirmed that the rises would be of only 9 per cent. to counter inflation.

True, Britain has a flourishing private sector of year-round and seasonal schools serving the TEFL market. The fact, however, that these unnumbered private schools can continue with such apparent profitability against cut-price competition from not only State institutions here, but also taxpayer-subsidised English courses provided through the British Council overseas, again illustrates the egregious failure of the nation as a whole to achieve a respectable return on its natural linguistic asset.

The old belief that subsidising growing numbers of overseas students produced a compensating return less directly—by fostering a preference for things British among the up-and-coming leaders of other nations—has been made to seem a wild conjecture by what has happened to this country's international influence over recent years. Perhaps that is why the Government, while refusing to charge even the rich foreigners an economic fee, has decided to limit the overseas total in the State institutions to the present 80,000 or so by imposing quotas on their admissions. The use of this kind of curb can surely gain the country nothing, and must point to the conclusion that, on the matter of reaping a national benefit from the foreign demand for English linguistic skills along with other educational services, the Government has no policy at all. Which brings us to the second needlessly impoverishing way in which the U.K. is being complacent about languages.

The fact that our world position has declined in spite of the public subsidising of growing numbers of overseas students may be less important than the possibility that, in part, the decline has occurred because of the persistent, general reluctance of the British to make themselves competent in the languages of other countries.

There is surely little point in arguing any longer about whether or not fluent command of foreign tongues is important to export success. It has been well established over the past 10 years at least that, whatever the rate of exchange at the time, the lack of linguistic skill among British business men is a definite brake on the country's export performance. And here again, while we have not gone short of Ministerial lamentation about the matter, the Government seems to have no effective policy for doing anything about it.

In the schools, modern languages are apparently being studied by fewer and fewer children—as will be discussed in a later part of this survey. But nearly 15 months after the Prime Minister declared his intention of bringing the activities of the education system more into line with the country's

economic needs, the Government's progress towards reversing the apparent decline in school language-learning might fairly be described as follows. It is now hoping for the agreement of the various professional interest groups that there should be some kind of common core of basic subjects in the schooling of all children, and is hoping also that given the professional agreement, the common core might include the study of a foreign language.

Academic

That, of course, is depressing enough by itself. But alas there is reason to believe that even if a "core" language became the rule and the Department of Education and Science managed to train and provide room in the schools for the necessary extra numbers of language teachers, the result need not be of much economic value. This is because, although some educational institutions including a few universities are now teaching foreign languages as tools for understanding and being understood by people of the country concerned, our education system as a whole still tends heavily to teach them primarily as subjects for academic study. In far too many institutions the emphasis on their use for practical communication is still little greater than is indicated in Trinity College, Dublin's, expectations, when it set up the first modern language chairs 202 years ago, that the teaching would assist "young gentlemen of fortune to finish their education at home" and "send them abroad more capable of receiving improvement from their travels."

There is no shortage of evidence of the unfortunate effect that the traditional academic approach can have on the working skills of finished modern languages graduates. A study made by the London Chamber of Commerce and Industry, reported in 1976, discovered that people making general use of foreign languages as part of their work, as distinct from applying them in special ways such as in making technical translations, spent almost half of the relevant time in listening to and speaking the language, but only 19 per cent. in reading and 17 per cent. in writing.

Against this can be set the findings of a study of the different kinds of skill in using German attained by an admittedly fairly small sample of language undergraduates at U.K. higher educational institutions. In rough terms the results, reported in 1975, indicated that when it came to the skill of listening 48.5 per cent. of the 308-strong sample were at best only a little above the minimum standard of professional capability, and the same applied to no less than 71.9 per cent. when their German-speaking skill was tested. In reading, on the other hand, 61.4 per cent. were well above minimum professional competence, as were 68.1 per cent. in writing the language.

So it seems that the bulk of the education system's language-teaching activities render the virtual opposite of economic service. Not only does the system fail to give the great majority of its charges any start at all towards proficiency in foreign tongues, but it also appears to send a great many of the others travelling off in the wrong way. In the circumstances it is small wonder that one of the causes of the drift away from language studies in schools is said to be a growing belief among children that the studies do not offer worthwhile career prospects. It is also small wonder that so many of the minority who do take languages during their formal education, show little enthusiasm for continuing to work at them later on.

It is true that there has lately been an increase in U.K. managers' interest in acquiring language skills. But the main explanation for this upturn offered by close observers is hardly encouraging. The extra students are said to consist mostly of youngish executives anxious to equip themselves to continue their career in some other land.

What could be clearer, then, than the fact that the British nation is being shamefully wasteful with both the natural asset of its native tongue, and the potential for effective learning of foreign languages among its population?

Clear, too, is the fact that if the prodigality is to cease, it is crucial that the Government should work out a policy on linguistic affairs as a matter of urgency and then set up a one of the causes of the drift away from language studies in schools is said to be a growing belief among children that the studies do not offer worthwhile career prospects. It is also small wonder that so many of the minority who do take languages during their formal education, show little enthusiasm for continuing to work at them later on.

It is true that there has lately been an increase in U.K. managers' interest in acquiring language skills. But the main explanation for this upturn offered by close observers is hardly encouraging. The extra students are said to consist mostly of youngish executives anxious to equip themselves to continue their career in some other land.

What could be clearer, then, than the fact that the British nation is being shamefully wasteful with both the natural asset of its native tongue, and the potential for effective learning of foreign languages among its population?

Clear, too, is the fact that if the prodigality is to cease, it is crucial that the Government should work out a policy on linguistic affairs as a matter of urgency and then set up a one of the causes of the drift away from language studies in schools is said to be a growing belief among children that the studies do not offer worthwhile career prospects. It is also small wonder that so many of the minority who do take languages during their formal education, show little enthusiasm for continuing to work at them later on.

It is true that there has lately been an increase in U.K. managers' interest in acquiring language skills. But the main explanation for this upturn offered by close observers is hardly encouraging. The extra students are said to consist mostly of youngish executives anxious to equip themselves to continue their career in some other land.

What could be clearer, then, than the fact that the British nation is being shamefully wasteful with both the natural asset of its native tongue, and the potential for effective learning of foreign languages among its population?

Clear, too, is the fact that if the prodigality is to cease, it is crucial that the Government should work out a policy on linguistic affairs as a matter of urgency and then set up a one of the causes of the drift away from language studies in schools is said to be a growing belief among children that the studies do not offer worthwhile career prospects. It is also small wonder that so many of the minority who do take languages during their formal education, show little enthusiasm for continuing to work at them later on.

It is true that there has lately been an increase in U.K. managers' interest in acquiring language skills. But the main explanation for this upturn offered by close observers is hardly encouraging. The extra students are said to consist mostly of youngish executives anxious to equip themselves to continue their career in some other land.

What could be clearer, then, than the fact that the British nation is being shamefully wasteful with both the natural asset of its native tongue, and the potential for effective learning of foreign languages among its population?

Clear, too, is the fact that if the prodigality is to cease, it is crucial that the Government should work out a policy on linguistic affairs as a matter of urgency and then set up a one of the causes of the drift away from language studies in schools is said to be a growing belief among children that the studies do not offer worthwhile career prospects. It is also small wonder that so many of the minority who do take languages during their formal education, show little enthusiasm for continuing to work at them later on.

It is true that there has lately been an increase in U.K. managers' interest in acquiring language skills. But the main explanation for this upturn offered by close observers is hardly encouraging. The extra students are said to consist mostly of youngish executives anxious to equip themselves to continue their career in some other land.

What could be clearer, then, than the fact that the British nation is being shamefully wasteful with both the natural asset of its native tongue, and the potential for effective learning of foreign languages among its population?

Clear, too, is the fact that if the prodigality is to cease, it is crucial that the Government should work out a policy on linguistic affairs as a matter of urgency and then set up a one of the causes of the drift away from language studies in schools is said to be a growing belief among children that the studies do not offer worthwhile career prospects. It is also small wonder that so many of the minority who do take languages during their formal education, show little enthusiasm for continuing to work at them later on.

It is true that there has lately been an increase in U.K. managers' interest in acquiring language skills. But the main explanation for this upturn offered by close observers is hardly encouraging. The extra students are said to consist mostly of youngish executives anxious to equip themselves to continue their career in some other land.

What could be clearer, then, than the fact that the British nation is being shamefully wasteful with both the natural asset of its native tongue, and the potential for effective learning of foreign languages among its population?

Clear, too, is the fact that if the prodigality is to cease, it is crucial that the Government should work out a policy on linguistic affairs as a matter of urgency and then set up a one of the causes of the drift away from language studies in schools is said to be a growing belief among children that the studies do not offer worthwhile career prospects. It is also small wonder that so many of the minority who do take languages during their formal education, show little enthusiasm for continuing to work at them later on.

It is true that there has lately been an increase in U.K. managers' interest in acquiring language skills. But the main explanation for this upturn offered by close observers is hardly encouraging. The extra students are said to consist mostly of youngish executives anxious to equip themselves to continue their career in some other land.

What could be clearer, then, than the fact that the British nation is being shamefully wasteful with both the natural asset of its native tongue, and the potential for effective learning of foreign languages among its population?

Clear, too, is the fact that if the prodigality is to cease, it is crucial that the Government should work out a policy on linguistic affairs as a matter of urgency and then set up a one of the causes of the drift away from language studies in schools is said to be a growing belief among children that the studies do not offer worthwhile career prospects. It is also small wonder that so many of the minority who do take languages during their formal education, show little enthusiasm for continuing to work at them later on.

It is true that there has lately been an increase in U.K. managers' interest in acquiring language skills. But the main explanation for this upturn offered by close observers is hardly encouraging. The extra students are said to consist mostly of youngish executives anxious to equip themselves to continue their career in some other land.

What could be clearer, then, than the fact that the British nation is being shamefully wasteful with both the natural asset of its native tongue, and the potential for effective learning of foreign languages among its population?

Clear, too, is the fact that if the prodigality is to cease, it is crucial that the Government should work out a policy on linguistic affairs as a matter of urgency and then set up a one of the causes of the drift away from language studies in schools is said to be a growing belief among children that the studies do not offer worthwhile career prospects. It is also small wonder that so many of the minority who do take languages during their formal education, show little enthusiasm for continuing to work at them later on.

It is true that there has lately been an increase in U.K. managers' interest in acquiring language skills. But the main explanation for this upturn offered by close observers is hardly encouraging. The extra students are said to consist mostly of youngish executives anxious to equip themselves to continue their career in some other land.

What could be clearer, then, than the fact that the British nation is being shamefully wasteful with both the natural asset of its native tongue, and the potential for effective learning of foreign languages among its population?

Clear, too, is the fact that if the prodigality is to cease, it is crucial that the Government should work out a policy on linguistic affairs as a matter of urgency and then set up a one of the causes of the drift away from language studies in schools is said to be a growing belief among children that the studies do not offer worthwhile career prospects. It is also small wonder that so many of the minority who do take languages during their formal education, show little enthusiasm for continuing to work at them later on.

It is true that there has lately been an increase in U.K. managers' interest in acquiring language skills. But the main explanation for this upturn offered by close observers is hardly encouraging. The extra students are said to consist mostly of youngish executives anxious to equip themselves to continue their career in some other land.

What could be clearer, then, than the fact that the British nation is being shamefully wasteful with both the natural asset of its native tongue, and the potential for effective learning of foreign languages among its population?

Clear, too, is the fact that if the prodigality is to cease, it is crucial that the Government should work out a policy on linguistic affairs as a matter of urgency and then set up a one of the causes of the drift away from language studies in schools is said to be a growing belief among children that the studies do not offer worthwhile career prospects. It is also small wonder that so many of the minority who do take languages during their formal education, show little enthusiasm for continuing to work at them later on.

It is true that there has lately been an increase in U.K. managers' interest in acquiring language skills. But the main explanation for this upturn offered by close observers is hardly encouraging. The extra students are said to consist mostly of youngish executives anxious to equip themselves to continue their career in some other land.

What could be clearer, then, than the fact that the British nation is being shamefully wasteful with both the natural asset of its native tongue, and the potential for effective learning of foreign languages among its population?

Clear, too, is the fact that if the prodigality is to cease, it is crucial that the Government should work out a policy on linguistic affairs as a matter of urgency and then set up a one of the causes of the drift away from language studies in schools is said to be a growing belief among children that the studies do not offer worthwhile career prospects. It is also small wonder that so many of the minority who do take languages during their formal education, show little enthusiasm for continuing to work at them later on.

It is true that there has lately been an increase in U.K. managers' interest in acquiring language skills. But the main explanation for this upturn offered by close observers is hardly encouraging. The extra students are said to consist mostly of youngish executives anxious to equip themselves to continue their career in some other land.

What could be clearer, then, than the fact that the British nation is being shamefully wasteful with both the natural asset of its native tongue, and the potential for effective learning of foreign languages among its population?

Clear, too, is the fact that if the prodigality is to cease, it is crucial that the Government should work out a policy on linguistic affairs as a matter of urgency and then set up a one of the causes of the drift away from language studies in schools is said to be a growing belief among children that the studies do not offer worthwhile career prospects. It is also small wonder that so many of the minority who do take languages during their formal education, show little enthusiasm for continuing to work at them later on.

It is true that there has lately been an increase in U.K. managers' interest in acquiring language skills. But the main explanation for this upturn offered by close observers is hardly encouraging. The extra students are said to consist mostly of youngish executives anxious to equip themselves to continue their career in some other land.

What could be clearer, then, than the fact that the British nation is being shamefully wasteful with both the natural asset of its native tongue, and the potential for effective learning of foreign languages among its population?

Clear, too, is the fact that if the prodigality is to cease, it is crucial that the Government should work out a policy on linguistic affairs as a matter of urgency and then set up a one of the causes of the drift away from language studies in schools is said to be a growing belief among children that the studies do not offer worthwhile career prospects. It is also small wonder that so many of the minority who do take languages during their formal education, show little enthusiasm for continuing to work at them later on.

It is true that there has lately been an increase in U.K. managers' interest in acquiring language skills. But the main explanation for this upturn offered by close observers is hardly encouraging. The extra students are said to consist mostly of youngish executives anxious to equip themselves to continue their career in some other land.

What could be clearer, then, than the fact that the British nation is being shamefully wasteful with both the natural asset of its native tongue, and the potential for effective learning of foreign languages among its population?

Clear, too, is the fact that if the prodigality is to cease, it is crucial that the Government should work out a policy on linguistic affairs as a matter of urgency and then set up a one of the causes of the drift away from language studies in schools is said to be a growing belief among children that the studies do not offer worthwhile career prospects. It is also small wonder that so many of the minority who do take languages during their formal education, show little enthusiasm for continuing to work at them later on.

It is true that there has lately been an increase in U.K. managers' interest in acquiring language skills. But the main explanation for this upturn offered by close observers is hardly encouraging. The extra students are said to consist mostly of youngish executives anxious to equip themselves to continue their career in some other land.

What could be clearer, then, than the fact that the British nation is being shamefully wasteful with both the natural asset of its native tongue, and the potential for effective learning of foreign languages among its population?

Clear, too, is the fact that if the prodigality is to cease, it is crucial that the Government should work out a policy on linguistic affairs as a matter of urgency and then set up a one of the causes of the drift away from language studies in schools is said to be a growing belief among children that the studies do not offer worthwhile career prospects. It is also small wonder that so many of the minority who do take languages during their formal education, show little enthusiasm for continuing to work at them later on.

It is true that there has lately been an increase in U.K. managers' interest in acquiring language skills. But the main explanation for this upturn offered by close observers is hardly encouraging. The extra students are said to consist mostly of youngish executives anxious to equip themselves to continue their career in some other land.

What could be clearer, then, than the fact that the British nation is being shamefully wasteful with both the natural asset of its native tongue, and the potential for effective learning of foreign languages among its population?

Clear, too, is the fact that if the prodigality is to cease, it is crucial that the Government should work out a policy on linguistic affairs as a matter of urgency and then set up a one of the causes of the drift away from language studies in schools is said to be a growing belief among children that the studies do not offer worthwhile career prospects. It is also small wonder that so many of the minority who do take languages during their formal education, show little enthusiasm for continuing to work at them later on.

It is true that there has lately been an increase in U.K. managers' interest in acquiring language skills. But the main explanation for this upturn offered by close observers is hardly encouraging. The extra students are said to consist mostly of youngish executives anxious to equip themselves to continue their career in some other land.

What could be clearer, then, than the fact that the British nation is being shamefully wasteful with both the natural asset of its native tongue, and the potential for effective learning of foreign languages among its population?

Clear, too, is the fact that if the prodigality is to cease, it is crucial that the Government should work out a policy on linguistic affairs as a matter of urgency and then set up a one of the causes of the drift away from language studies in schools is said to be a growing belief among children that the studies do not offer worthwhile career prospects. It is also small wonder that so many of the minority who do take languages during their formal education, show little enthusiasm for continuing to work at them later on.

It is true that there has lately been an increase in U.K. managers' interest in acquiring language skills. But the main explanation for this upturn offered by close observers is hardly encouraging. The extra students are said to consist mostly of youngish executives anxious to equip themselves to continue their career in some other land.

What could be clearer, then, than the fact that the British nation is being shamefully wasteful with both the natural asset of its native tongue, and the potential for effective learning of foreign languages among its population?

Clear, too, is the fact that if the prodigality is to cease, it is crucial that the Government should work out a policy on linguistic affairs as a matter of urgency and then set up a one of the causes of the drift away from language studies in schools is said to be a growing belief among children that the studies do not offer worthwhile career prospects. It is also small wonder that so many of the minority who do take languages during their formal education, show little enthusiasm for continuing to work at them later on.

It is true that there has lately been an increase in U.K. managers' interest in acquiring language skills. But the main explanation for this upturn offered by close observers is hardly encouraging. The extra students are said to consist mostly of youngish executives anxious to equip themselves to continue their career in some other land.

What could be clearer, then, than the fact that the British nation is being shamefully wasteful with both the natural asset of its native tongue, and the potential for effective learning of foreign languages among its population?

Turn for the better

CONFIRMATION of a revival of interest in language-learning in Britain is provided by the accompanying table of the results of the London Chamber of Commerce's annual examinations of practical linguistic proficiency. And even though 266 of the total entries were from overseas nationals learning English, that still left 1,757 entries in foreign tongues compared with 1,575 in 1976.

But as the ten-year record shows, good years in the past have been smartly followed by bad ones. Moreover, the chamber, like several other organisations, has noted that a good deal of the candidates are pursuing their language studies with a view to earning a better living elsewhere.

The LCCI exams are intended specifically for people who use languages at work. They involve no written papers, being entirely oral, and most of the testing is now done on company premises up and down the country. As well as group entries by employers, however, the chamber will accept individuals and arrange for them to be seen privately by one of the professional teachers or linguistically qualified businessmen who make up its panel of examiners. The tests can be tailored to suit the particular needs of different kinds of job, and there seems to be no difficulty in finding examiners even for out-of-the-way languages. For instance, the 1977 candidates included one in Armenian, and another—believe it or not—in Welsh.

To pass at the elementary level, a candidate has to be pro-

	Elementary-level examinations		Intermediate-level examinations		Advanced-level examinations		All levels	
Year	Numbers entered	% passed	Numbers entered	% passed	Numbers entered	% passed	Numbers entered	% passed
1968	1,182	77	671	65	290	70	2,143	73
1969	917	76	666	76	226	72	1,809	76
1970	915	78	544	74	214	75	1,673	77
1971	865	80	464	73	128	73	1,457	77
1972	1,098	83	556	62	166	71	1,820	77
1973	1,383	83	508	67	136	68	2,027	77
1974	1,394	85	464	74	143	74	2,001	82
1975	1,145	86	439	75	157	86	1,741	84
1976	1,109	85	512	86	166	87	1,787	85
1977	1,207	85	550	87	266	87	2,023	86

Language Courses

Teaching English as a profitable business

SHOULD YOU have any foreign friends desperate to learn the English—specifically of roller-bearing production engineering, all them to relax. The same goes for those who are anxious or competence in English farism.

Numerous courses of a like agree of specialisation are available off the peg among the private sector schools providing TEFL, which stands for the teaching of English as a foreign language. And anyone with unusual needs that cannot be met from somebody's stock could probably have little difficulty in getting a suitable programme of instruction tailor-made for a price that a lot of companies evidently think is well worth paying.

In contrast to the exquisite precision of some of the products, the TEFL sector itself cannot be described with any variance of certainty even in the roughest of terms. Take for instance the question of how much foreign exchange is now represented by the tuition fees and other spending of the total inflow of overseas students to the private schools in Britain. Some people in the sector will give a best estimate of about \$60m. Others will be a trifle braver and say \$200m. But nobody really knows.

Nor can anyone tell how many schools of what kind exist for how many weeks each year where—or, of course, how many teachers and other staff they employ. However, I have heard it said with less than the usual lack of confidence that this country contains about 150 TEFL schools which stay open all the year round, and that these are outnumbered something like 19 to one by others operating for only a few weeks each year, many just in the summer, although some at Easter and Christmas as well.

Fortunately, within this large, thriving and generally unnoticed "export" industry there is a small nucleus of organisations whose business can be sketched in tolerably accurate detail. They are the relatively big all-year-round institutions belonging to the Association of Recognised English Language Schools, whose members must have been approved by inspectors from the Department of Education and Science.

The latest sample survey available from the association—covering the year to the end of August, 1976—relates to 65 schools, although the total membership has since risen to 72.

In 1975-76 those represented by the survey were used by a total of roughly 75,000 students, who attended for an average of nearly nine weeks apiece. The number of students was some 2,750 lower than that of the previous year, but this is at least as likely to reflect increased competitiveness by growing institutions outside the association as a faltering in overseas demand for instruction in English where she is spoke proper. In any case, the 65 schools were compensated by a lengthening of the average stay.

Almost three fifths of the customers came from Western European countries, and very nearly another fifth from the Middle and Near East. The next biggest source was Latin America which provided 11 per cent, followed by the Far East with a bit more than 8 per cent, and Eastern Europe a long way behind at 1.6 per cent.

Topped

West Germany comfortably topped the ranking of single-country contributions, accounting for nearly 14 of every 100 students. Switzerland took second place with almost 10, France third with close on nine. Italy, then Iran, followed with scores in the seven to eight bracket. There seems to be some technical doubt about which country took sixth position. But the association is inclined to award it, along with an estimated 6.5 per cent contribution, to Japan.

At an average weekly tuition fee of \$18.75 the 1975-76 student throughput gave the 65 schools an estimated income of \$12.4m. The total foreign exchange inflow generated by the sample, however, was probably raised to just over \$32m. by the customers' extra spending on board, lodging and making whoopee. This by the way suggests that the total inflow stemming from the private TEFL sector as a whole is a good deal nearer the \$200m. guess quoted earlier than it is to the pusillanimous alternative estimate of \$60m.

The students' living costs have gone up since the association made its survey. Bed and board is thought to have risen by about \$4 weekly to a typical \$23. The corresponding rise in tuition fees is put at about 20 per cent to a general average of roughly £18 a week.

The charges for the aforementioned specialised business-related programmes offered by the relatively small "high technology" subsection of TEFL—which may well involve individual and/or virtually breakfast-to-bedtime tuition—are of course far higher. In addition, there seems to be growth towards the expensive end of the market in courses which, although less complicated, are still concentrated on business.

By comparison the schools belonging to the association are in a mass general market, where many students attend lessons for more than the legal minimum of 15 hours a week. Within this bulk business section there does not appear to be very much difference in the hourly rates of the "Oxford-accent" institutions at the top and exiguously equipped seasonal schools. There is, however, a marked difference in the

pay and conditions of the staff. "In the better year-round places," says Mr. Michael Cunningham, an experienced TEFL teacher who four years ago joined the General and Municipal Workers' Union with the aim of getting his former colleagues organised, "there are staff with pay and conditions much the same as they would have in the public education system. In the recognised schools, for instance, they are eligible for the same pension scheme."

And although they have nothing like the career opportunities open to State teachers, there are at least some posts like directors of studies that they can advance to. But schools with such good staff conditions are regrettably very few.

"Far, far many more places are grotty employers. It's not hard to find pay rates of only around £1 an hour still. Most TEFL teaching is done completely in English. You can get in without teacher-training. The overseas students tend to be much better motivated and easier to teach than British ones. But you still have to put in a lot of hours' concentration. And if paying a teacher only about \$35 for a week's hard work that might mean as much as \$500 gross income to the proprietor isn't downright exploitation, then what is?"

Even so, Mr. Cunningham admits that the private TEFL sector easily manages to staff itself. "If you advertised a year-round job, I'd guess you

wouldn't know what to do with the applications." The seasonal schools are admirably suited to the temporary-employment provisions of wandering Canadians, Australasians and Americans, and can rely during the summer peak on a good number of "sunlighting" teachers from U.K. schools and colleges.

And there are a lot of pleasant things to attract young people who can't imagine a day when they'll have neither prospects nor pension. Standard-type TEFL courses are being run all the time in overseas countries as well, so they can roam the world. Here, if they want to work on a self-employed basis, there's an increasing lot of schools who'd rather they did.

On the whole, they're a long way from being the easiest people to persuade they need unionisation, I can tell you."

As for the school's proprietors, they do not seem to have much real cause for complaint. They are evidently prospering in spite of taxpayer-subsidised competition from State institutions here and from courses run overseas by the British Council. The instructional programmes in English language broadcast and profitably sold as packages by the BBC—which TEFL practitioners consider first-rate—appear, if anything, to stimulate foreign interest in attending schools here.

And while the behaviour of much of the sector may well seem loutish by the bureaucratic canons of today, I doubt that unfair dealing is widespread. It is not all that easy to enter even the seasonal market successfully, even though a TEFL operation does not have to have to be registered as a school. A key first step seems to be to impress travel agents enough to have the venture put on their books. This is not necessarily a shark-proof barrier, but I am told that a first-year haul of 20 students would be definitely good going, and progress from there to a self-sustaining business depends largely on word-of-mouth recommendation.

Given that many of the overseas students have the added weakness of being young, there certainly must be schools which get away from treating their clientele shoddily. But they are not confined to the private sector. It is not unknown for technical colleges, with TEFL capabilities which are at best abysmal, who nevertheless enrol overseas youngsters for courses in business studies and so on that they plainly will not be able to understand.

True, there was the snag about force-feeding French. But that might, perhaps, be circumvented by diversifying the early start into other languages.

finances, has led many of the local authorities to discontinue the practice or curb it severely. And since the idea is now, alas, no more fashionable than mini-skirts, it is likely to slip into limbo along with a good deal of expertise developed at the time in producing materials and training people to teach from eight years plus.

That is sad when early starting might be our best bet for avoiding linguistic atrophy!

True, there was the snag about force-feeding French. But that might, perhaps, be circumvented by diversifying the early start into other languages.

stuffed of extra pupils into the already voracious study of French by the decision dozen or so years ago to use that tongue alone for an experiment in starting to teach children a foreign language much earlier than was usual in State schools—from the age of eight while they were still in primary education. Given the tendency by no means exclusive to teachers—for people to view their not being invited to try something as a challenge to do it regardless, the practice spread considerably beyond the pretty large experimental sample of schools.

Oddly enough, however, it is this same experiment which contains a promising pointer to a good way out of our basic linguistic problem.

When the final research report on the test results emerged in 1974, it noted one particularly striking improvement. By comparison with control groups who had started the language at the normal age of 11-plus, the children who had begun at the age of eight showed, on examination when they were eight years older, a gain in ability to understand the language when it was being spoken, and also a greater willingness to speak it themselves.

Cited

The reason for the emphasis does not stop at the evidence cited in the opening article to this survey that listening to and speaking foreign tongues are the predominant activities of people when making general use of the languages as part of their work.

I recall quite distinctly that I was learning to listen to and speak English for some years before I was ever given any instruction in reading or writing it. But I can still use all four skills if I can keep my mind on the matter. On the other hand the traditional "get-tongues, a long tradition of learning to do so, and the vital reinforcement of having them so often spoken in their country.

So it would be stupid to suppose that fluency could be gained in the U.K. simply by a switch back to traditionally academic teaching.

To achieve the necessary change we must have a sufficient crop of potential teachers with basic understanding of foreign languages. But while we are doing nothing, the essential root of that crop is rotting away in the school system. The damage is not just a decline in the numbers of pupils studying languages. It is also a concentration of the learning that exists on a decreasing number of different tongues.

This has occurred partly because, as small schools have been merged into comprehensives, the average has often been allowed to crush the eccentric. As an example I remember the particular enthusiasm—refreshing if not outstandingly efficacious—of a secondary modern near Stockport. Even its otherwise unremarkable headmaster was given to slowly unrolling in public a sort of collapsible card table while loudly reiterating the appropriate noun in Esperanto.

Another cause of the concentration, however, has been the

Evans ESP....

Evans wide selection of material for academic and occupational purposes now includes titles such as:

English For Doctors and Nurses

Joy Parkinson
An intensive remedial grammar written especially for foreign doctors and nurses.

Listening and Notetaking

Nicolas Ferguson and Maire O'Reilly
Ideal for anyone who has to listen to spoken English for a specific purpose.

English Telephone Conversations

Nicolas Ferguson and Maire O'Reilly
For intermediate level students who use the telephone.

English For Bank Cashiers

Nicolas Ferguson and Maire O'Reilly
Everything a bank cashier may need to say to his clients.

Forthcoming titles cover subjects such as business, commerce, catering, science and technology. For full details, please contact ELT Sales Division, Evans Brothers Limited, Montague House, Russell Square, London WC1B 5BX.

* Cassettes available



....worth looking into



DO YOU WANT TO SPEAK FRENCH?

The Grasse Ecole de Français offers a unique 4-week French course designed for beginners and intermediates.

Method: Tuition is by special Audio Visual method and taught only by French Nationals. There are no special requirements; anybody between 16-60 years can benefit from this course and it is suitable for both business and social purposes.

Time Table: Daily from Monday-Friday 09.00-16.00, including a working lunch and 1 hour in the language laboratory.

Company Programmes: Special arrangements are available for companies wishing to send personnel on a regular basis.

FOR FURTHER DETAILS SEND COUPON

THE SECRETARY, GRASSE ECOLE DE FRANCAIS, 35 ENDLESS STREET, SALISBURY, WILTSHIRE

Please send me your descriptive brochure on French language courses.

NAME (Mr, Mrs, Miss)

ADDRESS

or telephone (STD) 079430 426.

Languages at the South Bank, London

The Subscriber Service offers flexible and individual self-tuition with tutorials for the rapid acquisition of French, German, Spanish, Italian and Russian. Start at any time.

Short intensive taught courses are also to be introduced in 1978.

Further details from: Subscriber Service (Ref. 605). Polytechnic of the South Bank, London Road, London SE1 0AA. Tel. 01-928 6989 Ext. 2435.



POLYGLOT STUDY GROUP

- Combien ?
 - Wieviel ?
 - How much are you missing ?
 - Languages mean Business !
- Beginners — Advanced — Specialised & Tailormade Group/Private Courses for Commerce & Industry
7 Cleveland Square, London W2 6DH — Tel. 01-402 8446

Learn a language fast
face-to-face
with a native speaker
BERLITZ

With the world's most successful language teachers you can choose group tuition, private lessons or a TOTAL IMMERSION programme tailored to your own abilities and personal goals. Courses starting now.

Also translation and interpreting services.

321 Oxford St., 5 Portman Sq., 79 Wells St., London W.1. 01-486 1931.
Also at Croydon, ring 886 2862, Birmingham 643 4334, Leeds 35336.
Manchester 228 3607 and Edinburgh 226 2672.

01-486 1931

OSMAN
ARABIC AND FARSI

Osman self-teaching cassette courses will teach you any spoken Arabic language or Farsi in about 100 hours of concentrated work at home.

Contacts:
Osman Arabic Centre
23, Haymarket, London, S.W.1
Tel. 01-839 7504
BAHRAIN: Al-Hilal Bookshop
PO Box 224, Tel. 53836
DUBAI: Al-Anwar Enterprises
PO Box 1571, Tel. 23164
EGYPT: The Bookshop
The Readers Corner
33, Abdel Khalek Street, Cairo
Tel. 42801
KUWAIT:
The Kuwait Bookshops
PO Box 2942, Tel. 434226
RIYADH:
Al-Egessad Establishment
Wazir Street, Tel. 24326

Le français des hommes d'affaires

One recent book-and-cassette course from our catalogues of over 7,000 language teaching products in:

French	Swedish
German	Arabic
Spanish	Portuguese
Italian	Chinese
Dutch	English
Russian	as F.L.

EUROPEAN SCHOOLBOOKS LIMITED

Write now for further details to:
E.S.B., FREEPOST, Cheltenham, GL53 1BR.

EDUCATIONAL AGENTS OVERSEAS

Educational consultants, agencies or individuals, preferably in teaching, required to represent on commission basis a London West End school offering

ENGLISH LANGUAGE TUITION/TRAINING

To professional people (private) 16/25 year olds (group)
Write Box G.1199, Financial Times, 10, Cannon Street, EC4P 4BY.

Learn English in England at the
Europa School of English

Special English Courses leading to R.S.A. and Cambridge certificates.
Business Courses leading to R.S.A. Certificate in Commerce.
Specialised Courses leading to R.S.A. Certificate in General English.
General Courses arranged by request.

Esplanade
Scarborough
England
0723 64058

CENTRAL SCHOOL OF ENGLISH

1, TOTTENHAM COURT RD., LONDON W.1.

FOR A
COMPLETE ENGLISH LANGUAGE SERVICE GROUP AND PRIVATE

01-580 2843 TELEX 299582

Learn BBC English with the unique
BBC/Clarke & Smith

Language Learning System especially for the

ARAB WORLD

By
CLARKE & SMITH INTERNATIONAL LTD.
Melbourne House, Melbourne Rd., Wallington, Surrey, U.K.

INTERPRETERS SCHOOL ZURICH

Courses leading to professional qualification for translators and interpreters

Enrol requirements:
A level in German and one other foreign language (preparatory courses available)

Start dates in March and October

Dolmetschschule Zürich, Scheideggstrasse 58, CH-8006 Zürich

HEREFORD AND WORCESTER COUNTY COUNCIL
WORCESTER TECHNICAL COLLEGE
DEPARTMENT OF BUSINESS STUDIES

BI-LINGUAL SECRETARIAL COURSE
(TWO YEARS, FULL-TIME)
R.S.A. Bilingual Diploma—A level entry in French/German
R.S.A. Secretary Linguist Certificate—O level entry

Further details available from the Head of Department of Business Studies, Worcester Technical College, Deansway, Worcester, W1 3AB, Telephone 0905 28383.

The Linguaphone portable Minilab...

...puts you on speaking terms with foreign businessmen.

Linguaphone is the quick, easy way to learn languages. Over 4 million people have already registered as Linguaphone students.

People who can communicate in another language are more efficient and effective in today's highly competitive overseas markets.

The Linguaphone portable Minilab is designed for executives who need to make full use of their time—wherever they are. It's a complete language learning facility in a briefcase. Each course contains its own specially designed, high quality cassette recorder/player and headphones; pre-recorded cassettes that give you a thorough knowledge and understanding of the language, and full explanatory textbooks.

The Linguaphone portable Minilab introduces flexibility and efficiency into language learning. The executive who speaks the language gets the business. It's time you and your staff invested in Linguaphone. For full details of Linguaphone language services to industry, including personal instruction, write or telephone Mrs. E. Carruthers, Advisory Department FT/02 today.

The Linguaphone Institute Limited, 207-209 Regent Street, London W1R 8AU. Telephone 01-734 1633

HOME NEWS

Go-ahead likely soon for City lottery

BY DAVID CHURCHILL

EXT WEEK, the City of London Corporation's Court of Common Council is expected to vote in favour of joining the fast-growing trend towards local authority lotteries to raise extra finance for public services.

The City of London's finance committee has already recommended that a lottery should start by the summer and should be run in conjunction with other GLC lotteries to save administrative costs.

The council at Kingston, Surrey, has started a lottery to raise funds and if most London councils join in as expected over the next few months, it will mean that within a year of becoming legal, almost half of the major local authorities in Britain will be operating a lottery.

At present, about 150 councils are doing so and trade sources expect about 500 final to go ahead with a scheme as the success of other councils' lotteries becomes clear.

It is estimated that the City's lottery will bring in about £200,000 a year in total and could rise to about £500,000 when most local authorities join.

The 1976 Lotteries and Amusements Act gave local authorities the power to hold lotteries to raise extra finance. But the

Confusion in Tory pay curbs policy

BY RUPERT CORNWELL, LOBBY STAFF

THE WATERS of official Tory policy on pay restraint were yesterday muddled still further when Sir Geoffrey Howe, shadow Chancellor, declared that the next Conservative government would only gradually move back to free collective bargaining.

Mrs Margaret Thatcher, Leader of the Opposition, is understood to have impressed on close colleagues her desire for an immediate end to pay curbs in both the public and private sectors, when she becomes Prime Minister.

of a formal kind in existence now." Conservative views on how to manage the economy were contained in the pamphlet *The Right Approach to the Economy*, which emphasised control of the money supply—implying that bargaining beyond the monetary limits of the day would lead not only to higher prices, but also higher unemployment.

"All that follows from proper monetary policy," Denis Healey started off on this course last summer. Unfortunately, he's subsequently translated it into a 10 per cent guideline for earnings, which people have interpreted as a 10 per cent guideline for settlements.

"This means that their policy will lead to higher earnings, higher unemployment, and higher inflation."

Nato Neutron bomb call by Gilmour

BY IVOR OWEN, PARLIAMENTARY STAFF

NATO'S ARMOURY should be strengthened by inclusion of the neutron bomb, the nuclear weapon said to have capacity to destroy life without damaging buildings, Sir Ian Gilmour, the Conservative Shadow Defence Minister, suggested yesterday.

He told Christian Democrats in a speech that he regretted the "apparent hesitation" of European Governments over the issue.

Sir Ian condemned the defence policy statement endorsed by the Labour Party Conference for including proposals that placed the party "somewhere to the Left of the Italian Communist Party."

Sir Keith Joseph, Shadow Industry Minister, adopted the same theme in a speech in Glasgow when he claimed that the entire Labour programme was "far to the Left of the Italian Communist Party's election programme."

Sir Ian, in advocating supply of the neutron bomb to Nato, said that the Allied supreme commander had stated that there was a clear requirement for it.

His speech is certain to cause controversy at Westminster. Many Labour MPs have already strongly opposed the idea of Britain having the neutron bomb and it has been criticised by some leading Tory MPs.

Mr. Reginald Maudling, former Deputy Conservative Leader, has been quoted as describing it as the "ultimate insult that man can offer to the human race or to God."

When the bomb was last discussed in Parliament, before Christmas, the Government held to the position that consultations were still proceeding in Nato, and no firm decisions had been reached.

Devolution may start reform of Parliament MP says

By Rupert Cornwell, Lobby Staff

A SCOTTISH Tory MP last night said that the Devolution Bill now before the Commons should be the starting point for a fundamental reform of Parliament and its procedures to arrest the decay of British democracy.

Mr. Allick Buchanan-Smith, MP for North Angus and Mearns, and the party's Scottish spokesman, said he would resign over Conservative opposition to devolution, listed in a lecture at Dundee the signs of Parliament's ineffectiveness.

He claimed public respect for Parliament itself had declined, its surrender of control over the executive to outside bodies like trade unions was a symptom as was its failure to deal constructively with constitutional issues like devolution and European elections.

Mr. Buchanan-Smith was voicing fears and the mood of an increasing number of MPs at Westminster worried at the shortcomings of the system as it stands.

The protests over the Crown Agents' report and most recently over the Commons committee's investigation into British Steel were proof of the strength of their feelings.

He claimed public respect for Parliament itself had declined, its surrender of control over the executive to outside bodies like trade unions was a symptom as was its failure to deal constructively with constitutional issues like devolution and European elections.

Mr. Buchanan-Smith was voicing fears and the mood of an increasing number of MPs at Westminster worried at the shortcomings of the system as it stands.

The protests over the Crown Agents' report and most recently over the Commons committee's investigation into British Steel were proof of the strength of their feelings.

Regeneration

"I hope that devolution is used as a catalyst for wider constitutional and parliamentary reform," Mr. Buchanan-Smith said.

He said that devolution should be used as a catalyst for wider constitutional and parliamentary reform, and that it should start now on the procedure it should adopt.

Parliament needs rejuvenation, he would say that the demands for devolution would be far less strident and pressing if our institutions of government were functioning more effectively—and if people generally had more confidence in them."

The Assembly to be set up in Edinburgh must not become a shadow of Westminster. It should be geared "to modern democratic methods to suit a modern economy," and work should start now on the procedure it should adopt.

Parliament needs rejuvenation, he would say that the demands for devolution would be far less strident and pressing if our institutions of government were functioning more effectively—and if people generally had more confidence in them."

Councils seek help to cope with £4m. gale damage repair

BY JOHN LLOYD

DAMAGE provisionally estimated at up to £4m. to municipal property on the Kent Coast has led district councils to apply to the Government for emergency assistance in coping with essential repairs.

A four-year-old dispute between Canterbury District Council and the Department of the Environment about which bore the cost of repairing the sea defence wall at Whitstable has meant that the unrepaired wall let in storm tides, causing thousands of pounds' worth of damage to municipal and private property.

The worst hit areas in Kent are the Thanet, Canterbury and Dover districts. The most extensive damage appears to have been suffered by Margate, which took the full brunt of the northerly gales, and where the privately-owned pier was wholly destroyed.

The coastal protection wall was breached in several places, chalets and shops on the sea front were washed away and signs and street lighting snapped off. In Ramsgate, the eastern arm of the harbour has been largely destroyed.

At Herne Bay, the three-quarter-mile pier—the second longest in the country—has been seriously damaged. The 22-mile stretch of beach round the Isle of Thanet "looks like a battlefield," Thanet's chief engineer said.

The councils are insured principally with Municipal Mutual which has taken on extra staff to cope with claims. All the councils had taken out the storm effects of flooding or storms.

However, they have not insured everything, either because they have not been able

Britain's steel output falls 8%

BY ROY HODSON

STEEL OUTPUT in Britain fell by nearly 3m. tonnes last year compared with the previous year. Total production by public and private sectors was 22,414,200 tonnes compared with 22,273,800 tonnes in 1976, a decline of 8.3 per cent.

The British Steel Corporation and the British Independent Steel Producers' Association, who issued the production figures jointly, said yesterday: "They indicate the severity of the world-wide recession. Both domestic and overseas demand continued to be well below the level of 1976."

Latest indications are that the recession in the international steel industry is affecting the British steel even more deeply than last year. British Steel's losses are now running at a record £10m a week.

Of last year's production total, British Steel's share was 17,344,400 tonnes, which was nearly 10 per cent below the corporation's output in 1976.

of last year's production total, British Steel's share was 17,344,400 tonnes, which was nearly 10 per cent below the corporation's output in 1976.

Bigger share

The private sector's production share went up while its total output showed a slight decline from 3,210,000 tonnes in 1976 to 3,170,000 tonnes last year.

Capacity in the private sector was basic price system for the new GKN steel-making facilities in Cardiff came on stream.

More private sector steel-making capacity will come into production this year with the completion and working-up of the Alphas' mill at Newport, South Wales, towards a possible production of 800,000 tonnes a year.

In answer to complaints from some steel stockholders over the new basic price system for steel imports into the European Community, the National Association of Steel Stockholders has issued a statement supporting the system.

The Department of Trade has issued a list of basic prices for imported steel, compiled by Brussels and the system now has the force of law within the Community.

Government 'pressure' on M-way petrol

By Our Industrial Staff

PRESSURE from the Department of Transport may have led to reductions in the price of motorway service station petrol, says Mr. John Hiram, Under-Secretary of State for Transport.

In a letter to Mr. Leon Brittan, Tory MP for Cleveland and Whitby after complaints from Mr. Brittan about motorway prices, he said a number of service stations now sold four-star petrol at between 75p and 79p a gallon. This compared with 80p a gallon or more charged at some stations before Christmas.

The Department had been "perturbed" for some time about these prices. But "in fairness to the operators they were forced by their terms of contract to operate 24 hours a day, 365 days a year."

The price of motorway petrol will be investigated by the Prior Committee.

Lloyds Bank opens Edinburgh branch

BY RAY PERMAN, SCOTTISH CORRESPONDENT

LLOYDS BANK yesterday became the last of the big four London clearing banks to open a branch in Edinburgh, but said that it did not intend to compete with the Scottish banks in trying for retail business across the country.

The new branch, George Street, will try to recoup U.K. business already lost to Scottish competitors and to pick up international business, particularly in the U.S. and Latin America, through Scottish connections.

Sir Jeremy Morse, chairman of Lloyds, said that this was in line with the bank's policy of trying to build up the international side of its activities to compensate for the low profitability of activities in the U.K.

Coming into Scotland now was a continuation of the trend to replace reciprocal arrangements with other banks overseas by opening Lloyds branches.

Sir Jeremy, speaking at a luncheon to launch the branch, took a less optimistic line on Scotland's political future than other businessmen have recently.

What mattered to investors was not the political arrangements, but the health of the Scottish economy, he said.

Lloyds was looking to the long-term prospects in establishing a branch in Scotland, and expected its Edinburgh branch to move into profit in a year or two.

The bank was treating Scotland much more in the way it does foreign locations than U.K. branches.

Coming into Scotland now was a continuation of the trend to replace reciprocal arrangements with other banks overseas by opening Lloyds branches.

Sir Jeremy, speaking at a luncheon to launch the branch, took a less optimistic line on Scotland's political future than other businessmen have recently.

What mattered to investors was not the political arrangements, but the health of the Scottish economy, he said.

Economists discuss recession

By Michael Blanden

THE NATURE and causes of the present economic recession was discussed by a panel of senior economists, acting as a consultative forum for the Bank of England, at their first meeting of the New Year.

The forum, set up last autumn as a result of an initiative by the Bank, is intended to provide an opportunity for a regular exchange of views on analytical and theoretical matters relating to economic and financial problems.

Academics representing various economic points of view and the Bank's senior men participated in the meeting, which included members not on the original list. This was in line with the expectation that membership would be varied.

The discussions were based on two papers prepared by a member of the panel and by a member of the Bank's economic staff.

New Laker talks soon

BY LYNTON McLAINE, INDUSTRIAL STAFF

MR. P. J. NIXON, Federal Transport Minister of Australia, arrives in London on January 21 for talks with Department of Trade Ministers on the impact of Laker Airways' proposed advanced charter fares to Australia.

The Minister said in Canberra yesterday that he was not unsympathetic to cut-price fares. "But technical and economic questions remained to be resolved," he spoke as Qantas, Australia's

national airline, was reported to have proposed a further reduction in fares between Australia and Britain.

Laker has called for a minimum off-peak advanced booking charter fare of £340 return, rising to £450 in mid-peak season, and £585 in the peak months of January, August, September, October and December.

BP-Ranger make farm-in deal

BY KEVIN DONE

BRITISH PETROLEUM has completed a "farm-in" agreement with the Ranger Group under which it has acquired a major share of block 9/30 in the U.K. sector of the North Sea.

Under the agreement BP becomes the operator for the second well on the block and requires a 37½ per cent interest. Drilling began last Wednesday. BP will resume its role of operator in the block when the well is completed.

Only one well, which was dry, has previously been drilled by Ranger in this block, which lies on the median line between the U.K. and Norwegian sectors of the East of the Shetland Islands. It is 50 miles west of the Frigg Field and 75 miles South-East of Ninian Field.

BP has received permission from the Department of Energy to drill the well as a credit against its licence obligations which were still outstanding on another block 9/5, immediately to the South of 9/30. The farm-in success that BP has hopes of finding a hydrocarbon-bearing structure straddling the two blocks.

The timing of the deal with Ranger has been influenced by the availability of rigs—the U.K. and Norwegian sectors of the East of the Shetland Islands. It is 50 miles west of the Frigg Field and 75 miles South-East of Ninian Field.

BP has received permission from the Department of Energy to drill the well as a credit against its licence obligations which were still outstanding on another block 9/5, immediately to the South of 9/30. The farm-in success that BP has hopes of finding a hydrocarbon-bearing structure straddling the two blocks.

Under the agreement BP becomes the operator for the second well on the block and requires a 37½ per cent interest. Drilling began last Wednesday. BP will resume its role of operator in the block when the well is completed.

Only one well, which was dry, has previously been drilled by Ranger in this block, which lies on the median line between the U.K. and Norwegian sectors of the East of the Shetland Islands. It is 50 miles west of the Frigg Field and 75 miles South-East of Ninian Field.

BP has received permission from the Department of Energy to drill the well as a credit against its licence obligations which were still outstanding on another block 9/5, immediately to the South of 9/30. The farm-in success that BP has hopes of finding a hydrocarbon-bearing structure straddling the two blocks.

The timing of the deal with Ranger has been influenced by the availability of rigs—the U.K. and Norwegian sectors of the East of the Shetland Islands. It is 50 miles west of the Frigg Field and 75 miles South-East of Ninian Field.

As part of the BP group, the British National Oil Corporation has acquired a 12½ per cent interest in the block, which it can take up or relinquish when the results of the drilling are known. Interests in the block are now BP 37½ per cent, BNO 12½ per cent, Ranger Oil 20 per cent, London and Scottish Marine Oil 25½ per cent, and Canadian Pacific Oil and Gas of Canada 4½ per cent.

Tension-leg oil rig planned

BY OUR GLASGOW CORRESPONDENT

THE SCOTT LITHGOW Group of Lower Clyde shipbuilders is bidding to build the world's first tension-leg oil production platform for Conoco's Hutton Field in the North Sea.

The group, which recently signed a licence with the American company Deep Oil Technology, began last week building a tension-leg design, similar to the Conoco and the British National Oil Corporation, which holds a one-third stake in the Hutton Field.

A development decision is expected in the next few months.

for the small discovery, in more than 500 feet of water near the Ninian and Brent Fields east of Shetland.

Mr. A. Ross Belch, Scott Lithgow's managing director, said yesterday his group had expressed particular interest in the project to Conoco, which produced its own concept of a tension-leg design, similar to the one for which the shipbuilders hold a licence.

Scott Lithgow was keen to make off-shore platforms, and felt that its wide experience of building such hardware as drill

ships put it in a leading position amongst U.K. companies to tender for the job.

Mr. Belch, in a recent address to the Society for Underwater Technology, estimated that a steel tension-leg platform would be up to 65 per cent cheaper than a conventional piled jacket in a depth of more than 400 feet.

Scott Lithgow was awarded a grant of more than £1m. from the EEC toward the cost of towing a one-third scale model of the Deep Oil Rig to the Clyde for research and development work.

British Airways to start new daily U.S. service

BY LYNTON McLAINE

BRITISH AIRWAYS is to begin non-stop, daily flights to San Francisco, California on May 4. The decision comes after agreement at last year's Bermuda talks on air fares and routes. All operate non-stop to California only on either the Los Angeles or the San Francisco routes. The airline stopped flying to San Francisco, via New York, in 1969, but still operates daily to Los Angeles.

Since 1969, Pan Am and TWA have had a joint monopoly of flights between London and San Francisco. Now British Airways will be able to compete for bookings.

Some 116,000 passengers flew undercut existing rates.

between the two cities in 1976-77. No growth figures for British Airways expects the service to be profitable by 1981.

Previously, U.K. carriers could be Rolls-Royce's powerful Dash 634 versions of the RB211 will leave London daily at 2.30 p.m., arriving at the Pacific Coast at 5.30 p.m. local time.

Fares have not been published, but the single economy low season fare charged by U.S. operators is £269.50.

Excursion fares booked 45 days in advance cost £363, but will be able to compete for bookings.

Some 116,000 passengers flew undercut existing rates.

Hire-purchase law protection limit extended to £5,000

BY MICHAEL BLANDEN

THE PROTECTION for consumers in the Hire Purchase Acts is to be extended by increasing the upper limit from £2,000 to £5,000.

The change, announced yesterday by Mr. John Fraser, Minister of State for Prices and Consumer Protection, will adjust the limit to take account of inflation since the limit was set in 1969.

Mr. Fraser said in reply to a Parliamentary question that Orders would soon be laid to put the increase into effect.

This will have an important effect, particularly in relation to purchases of expensive goods such as motor-cars. With the

fall in the value of money, consumers have had progressively less protection under the Acts.

When the limit was set, £2,000 covered the cost of all but the most expensive cars. To-day it is exceptional for a new car to have a hire-purchase price below £2,000, and the increase in the limit means that protection will again apply to most family cars.

Possession curb

The protection provided by the Acts covers hire-purchase, credit sale and conditional sale agreements. It includes requirements on the contents and form of agreements, and gives consumers the right to cancel agreements in certain circumstances.

There are restrictions on right of owners—the hire-purchase company—to recover possession covered the cost of all but the most expensive cars. To-day it is exceptional for a new car to have a hire-purchase price below £2,000, and the increase in the limit means that protection will again apply to most family cars.

consumers the right to cancel agreements in certain circumstances.

There are restrictions on right of owners—the hire-purchase company—to recover possession covered the cost of all but the most expensive cars. To-day it is exceptional for a new car to have a hire-purchase price below £2,000, and the increase in the limit means that protection will again apply to most family cars.

Possession curb

The protection provided by the Acts covers hire-purchase, credit sale and conditional sale agreements. It includes requirements on the contents and form of agreements, and gives consumers the right to cancel agreements in certain circumstances.

There are restrictions on right of owners—the hire-purchase company—to recover possession covered the cost of all but the most expensive cars. To-day it is exceptional for a new car to have a hire-purchase price below £2,000, and the increase in the limit means that protection will again apply to most family cars.

Belfast sit-in is over with job cuts likely

BY OUR BELFAST CORRESPONDENT

THE FIVE-WEEK sit-in by Minister of State responsible for workers at the Antrim Crystal Industry, said yesterday that factory, West Belfast, is over. The Government's support for long-term plans for the company would depend on his being satisfied that the chances of the operation being viable.

Some technical problems remain to be solved, and it is management's task to solve them, after it regains control on Monday morning, will soon start negotiations aimed at cutting the work force to about 100.

General Workers Union, representing the 170 workers, and the management reach a peace formula in talks with Ulster's Labour Relations Agency.

A work-in began at the glass plant last month after the management said that it would "lay off" employees because of the effects of an inter-union row.

The management is understood to have been promised financial support from the Northern Ireland Department of Commerce to meet short-term demands, including the wages bill, after the return to work.

Mr. Donald Concanon, the

Cash limit pledge to lecturers

BY IVOR OWEN, PARLIAMENTARY STAFF

A RELAXATION of the cash limits on public expenditure to accommodate a settlement of the university lecturers' pay claim—provided it is within the Government's 10 per cent guideline—was promised in the Commons yesterday by Mr. Gordon Oakes, Education Minister.

He also reaffirmed that the Government saw no need for a general adjustment of the cash limits set for 1977-78.

Mr. Oakes contrasted the Government's approach to the pay of academic teaching staff with the position they would face if Mrs. Margaret Thatcher were in a position to operate the policy she outlined at the conclusion of her Scottish tour.

After defining the policy as meaning no interference so far as the private sector was concerned but cash limits on the public sector, he asked: "What

price university teachers then?"

What Mrs. Thatcher was advocating was a "free for all" in the private sector, at the expense of the public sector.

There was no crisis in British universities, a charge made by Mr. Malcolm Rifkind (C. Pecklands) when he opened the first debate on the universities held in the Commons since 1969.

But there was need for price university teachers then?"

What Mrs. Thatcher was advocating was a "free for all" in the private sector, at the expense of the public sector.

There was no crisis in British universities, a charge made by Mr. Malcolm Rifkind (C. Pecklands) when he opened the first debate on the universities held in the Commons since 1969.

But there was need for price university teachers then?"

action to eliminate the pay anomaly inflicted on university teaching staff in July 1975 and which Mr. Rifkind said was one of the main reasons why universities were "seething with resentment."

Phasing would have to be used in removing the anomaly between the pay of university teachers and other teachers in the higher education sector, Mr. Oakes concluded.

Vigilante call backed

The Loyalist paramilitary Ulster Defence Association has backed the suggestion by Harry West, Unionist leader, that vigilante groups should be set up to patrol Belfast after more bomb attacks this week in the city.

The UDA suggested yesterday

that the Unionist Party should take the lead and set up Westminster MPs to set up a co-ordinating department in party headquarters where all Loyalists could report for duty. But a party spokesman said it had no intention of setting up such a department.

Our guide to investment success

All of Gartmore's UK-orientated unit trusts featured in the top twenty performers over four years, according to the authoritative investment magazine 'Planned Savings', published on January 1, 1978.

For the full story, send for a copy of our Guide, or ring Adrian Collins on 01-283 3531 during working hours.

GARTMORE
Fund Managers
Limited

A Guide to Unit Trusts and Services

Gartmore Fund Managers Ltd.
2 St. Mary's Lane London EC3A 8BP Tel: 01-283 3531
Please send a copy of your Guide to Unit Trusts

Name: _____
Company: _____
Address: _____

Member of the Unit Trust Association. Not applicable to Eire.

WIN UP TO £500 INSTANTLY THOUSANDS OF PRIZES

Using edge of a coin, gently rub all six stages of the same ticket until you see three different flags you win that prize. All INSTANT GAME WINNERS ENTERED THE £500 JACKPOT DRAW

Act has been heavily criticised by some local authorities as being too restrictive, to be effective in helping councils take some pressure off the rates.

The rules are that for lotteries held more than once a month, the top value of a single prize must not exceed £1,000. For lotteries held more frequently than once every three months, the prize must not be above £1,500, with a top prize of £2,000 for the rest.

The total value of all tickets sold is also controlled at £10,000 for a short-term lottery £20,000 for a medium-term, and £50,000 for others.

Other regulations also limit the cost of each ticket to 25p and operating expenses to not more than 25 per cent of turnover. Tickets cannot be sold in licensed betting offices, bingo halls, gaming clubs, or on the streets. Door-to-door sales are restricted.

Lost council lotteries, therefore, depend on newspapers and small shops for their main distribution.

One of the fastest-growing types of council lottery, accounting for about one-third of schemes, is the "instant" lottery, where the purchaser knows immediately if a prize has been won.

These tickets, developed in the U.S., have six panels made of an opaque rubber substance which, when once a day, disclose money denominations ranging from 50p to £500. If three amounts match up, that amount is the prize.

Small denominations—up to £2—are usually paid on the spot, but larger amounts are presented at the council offices.

All prize winners—there can be more than 2,500 in a full competition—are included in a prize draw for the £1,000 major prize.

Just of the maximum turnover of £10,000, therefore, £4,000 is distributed as prize money, about £2,000 goes to cover operating costs, and the remaining £4,000 is council profit.

The tickets, which are considered virtually fraud-proof also eliminate the problem of winners who do not come forward to claim prizes or false claimants.

AUGUST BARNE
GREAT WINNER

355 355

BARGAIN SPIRITS

FINANCIAL TIMES

BRACKEN HOUSE, CANNON STREET, LONDON EC4A 4BY

Telegrams: Finantime, London PS4. Telex: 386341/2, 383387

Telephone: 01-248 8000

Saturday January 14 1978

Tax cuts to come

DESPITE SOME reasonably encouraging news, it has been a dull week for the stock market. Industrial equities have been depressed by two factors in particular. First, Wall Street has not taken kindly to the rise in U.S. interest rates announced at the end of last week and intended to reinforce the other action taken to bolster up the dollar exchange rate. At the same time, U.S. investors (like many overseas observers) have apparently still not been convinced that enough has been done to protect the dollar and are concerned about the risk of a further slowing-down in economic growth.

Second, equities have been affected by the uncertainty of the reaction of the gilt-edged market to the latest news about progress against inflation and to the Government's White Paper on future public expenditure. On the inflation front, the final ending of the firmen's strike has made relatively little impact. Evidence it may be of the Government's readiness to stand up to public sector wage claims in excess of its guidelines; but there are other critical negotiations still to come and the formula used to end the strike—a new special deal next year—may be storing up trouble for the future.

Prices down

More important in their effect on investment sentiment have been the latest wholesale price indices and the latest indication of the speed at which the money supply is growing. The two point in opposite directions. The price indices are once again good. The average cost of industry's input of raw materials fell in December while wholesale output prices rose by only 1 per cent, bringing the rise for the whole of the fourth quarter to only 1 1/2 per cent. This suggests that the increase in retail prices could drop to single figures and remain there until the autumn, though it is likely to begin rising again after that if (as is widely assumed) the average increase in earnings works out near 15 per cent. The official target of 10 per cent. It is true that the index prepared by the Price Commission on the basis of price increases notified to it in advance took a slight turn upwards last month for the first time in nine months, but this may have been a purely seasonal phenomenon. On the other hand a devaluation of the "green pound," which would put up food prices, is now thought to be fairly imminent.

The Government, which had

no tap stock with which to control the gilt-edged market at the end of last week and announced no new one, announced an \$800m. issue on Monday instead. The reason for this unusual timing seemed to become apparent on Tuesday, with the news of a fairly sharp rise in bank deposits in the month to mid-December, partly as a result of higher lending to industry.

Expenditure

It remains to be seen precisely what effect this will have on sterling M3, the normal measure of money supply growth. But it may well have kept it at the top or slightly beyond the target range for the year of 9-13 per cent, and the gilt-edged market nowadays is highly sensitive to these indicators. Sales of gilt-edged have apparently been going well; but if, for example, the usual tax inflow at the beginning of the year is reduced by the large sales of tax reserve certificates which took place in previous months, more may be necessary. And, though last week's cut in minimum lending rate and bank base rates has been followed, as expected, by a cut in the recommended mortgage rate of the Building Societies' Association, the simultaneous rise in U.S. interest rates limits the scope for a further move downwards.

Second thoughts in the market about the Government's White Paper on future expenditure plans were more reassuring than first. The trouble lies in the inevitable uncertainty of the estimates. Although the Government is projecting a reasonable modest rate of economic growth over the next five years and a slower growth of public expenditure, the position in the next financial year will be complicated by the understanding that has taken place in the year just ending. Different assumptions about the amount of underspending likely to take place in 1978/79 and the relative movement of public and private sector pay can produce a wide range of estimates about spending and borrowing.

Public sector

It now seems more certain than ever that the Government sees room for sizeable cuts in personal tax in the spring Budget. Whether the financial transactions of the public sector lead to a raising or further lowering of inflationary pressure—and this, with the approach of an election, is what most concerns the financial markets—will depend mainly on the Government's readiness to keep expenditure on as tight a rein as it has been recently.



A guide to travel costs around the world

BY FINANCIAL TIMES CORRESPONDENTS

HOW PRICES COMPARE IN STERLING

City	Rate of Exchange	Index	B&B	Restaurant Dinner	House Wine	Whisky	Beer	Snack	1.5 km Taxi
Frankfurt	DM4.1450	160	38.84	16.89	6.27	2.41	1.02	5.12	6.03
Brussels	B.Fr.44.75	147	33.36	10.81	2.73	1.39	0.46	2.97	6.95
Paris	Fr.8.8975	145	52.21	14.88	3.94	2.36	0.45	4.33	2.59
Buenos Aires	Ar.Nw.Peso 941.93	129	39.28	10.09	6.81	5.31	0.64	2.12	0.79
Dubai	U.A.E. Dirham 7.12	124	41.60	14.04	6.09	1.40	1.19	4.28	1.40
New York	U.S.\$1.84	124	45.65	15.28	7.79	1.36	0.81	2.58	1.90
Kuwait	Kuwait Dinar 0.520	117	52.16	11.54	—	—	—	1.92	1.92
Bahrain	Bahraini Dinar 0.723	117	47.24	9.68	3.80	1.03	1.05	2.70	0.69
Rio de Janeiro	Cruzeiro 28.04	106	43.01	8.02	1.22	2.75	0.53	2.14	0.84
Nassau	Ba.\$1.84	104	41.46	8.75	3.96	1.25	1.25	2.34	2.17
Khartoum	Sudan £0.64084	104	31.32	8.15	13.59	1.77	2.04	2.32	0.68
Amsterdam	Guilder 4.40	103	36.36	13.64	3.26	1.59	0.54	2.27	1.82
Algiers	Algn. Dinar 7.62	102	34.78	7.87	5.91	3.94	1.05	2.96	3.94
London	£	100	40.45	8.00	2.82	0.47	0.34	2.35	2.25
Tokyo	Yen 459	98	27.67	14.38	5.95	1.42	1.09	2.78	2.18
Copenhagen	D.Kr.11.19	97	33.87	9.47	3.14	1.52	1.03	2.90	2.05
Oslo	N.Kr.10.035	93	26.61	14.95	7.04	1.46	1.25	3.64	2.49
Chicago	U.S.\$1.84	95	37.04	6.79	2.83	0.98	0.54	1.92	1.25
Stockholm	S.Kr.8.8075	93	31.11	9.88	3.22	1.11	1.76	2.44	1.93
Tehran	Rial 129	89	32.71	6.20	2.84	1.40	0.50	2.21	1.94
Montreal	Can.\$2.0385	88	28.70	8.34	4.09	1.35	0.54	2.45	3.68
Geneva	Sw.Fr.4.11	88	31.63	7.29	1.78	2.43	0.53	2.67	2.19
Jeddah	Saudi Riyal 6.43	87	35.96	10.89	—	—	—	4.97	1.09
Beirut	Lebanese £5.6503	85	31.90	9.51	2.61	1.22	0.52	2.17	0.87
Vienna	Schilling 29.60	84	29.56	5.07	1.89	2.03	0.61	2.36	1.96
New Delhi	Rupee 15.13	83	28.57	3.12	1.07	1.04	0.86	2.15	0.46
Lusaka	Kwacha 1.375	77	21.96	5.45	11.51	1.09	0.51	1.74	1.45
Helsinki	Markka 7.54	77	23.82	10.73	2.81	1.20	0.78	3.58	2.09
Tel Aviv	Israeli £28.258	77	28.75	5.31	2.20	1.52	0.53	2.00	0.88
Caracas	Bolivar 7.91	77	25.79	5.69	6.53	1.26	0.63	2.65	2.21
Athens	Drachma 64.3435	76	29.72	6.99	2.54	1.32	0.38	2.21	0.78
Columbo	S.L.Rupee 14.945	76	26.06	2.67	10.47	0.90	0.67	2.01	0.67
Sydney	A\$1.433	73	26.18	6.92	1.73	0.59	0.36	2.45	1.22
Cairo	Egyptian £1.21	72	25.96	4.55	2.06	2.06	0.99	1.98	4.73
Hong Kong	HK\$8.45	71	22.66	10.40	3.85	1.79	0.40	0.81	0.58
Ankara	Turkish Lira 33.55	71	24.98	2.98	1.89	2.80	0.63	2.75	1.19
Seoul	Won 800.60	69	21.41	6.52	7.97	1.47	1.36	2.02	0.63
Jakarta	Rupiah 736.807	68	22.28	5.43	3.80	1.22	0.41	1.36	1.36
Singapore	S\$4.41	68	22.95	2.27	5.53	1.72	0.63	1.41	0.36
Nairobi	Ken. Shilling 14.5898	67	21.93	4.11	6.72	0.57	0.29	1.85	1.10
Warsaw	Zloty 59.00 (T)	66	25.54	3.39	4.80	1.44	0.20	0.89	0.34
Moscow	Ruble 1.28	66	29.73	3.91	2.11	0.51	0.31	0.84	0.78
Masachi	P. Rupee 17.75	65	15.77	0.84	16.90	0.76	1.24	1.26	0.54
Rome	Lira 1,618	63	25.09	2.47	1.59	1.05	0.52	1.54	1.24
Tunis	Tunisian Dinar 0.775	62	22.70	4.20	0.80	1.20	0.50	3.50	1.40
Lagos	Naira 1.486	62	20.89	4.79	5.80	0.44	0.61	2.06	0.87
Damascus	Syrian £0.64084	61	24.45	3.26	2.45	0.65	0.60	1.63	1.09
Dublin	Irish £1.00	61	20.20	7.88	3.17	0.50	0.44	1.60	1.30
Port of Spain	T.T.\$4.4172	59	22.55	3.96	3.11	0.87	0.26	0.86	1.47
Amman	J. Dinar 0.589	58	23.67	4.08	2.03	0.90	0.57	1.75	0.65
Madrid	Pesetas 153.375	58	18.26	8.48	0.98	1.21	0.29	2.36	0.94
Johannesburg	Rand 1.595	55	21.18	4.70	1.71	0.41	0.28	1.53	1.57
Rabat	Mor. Dirham 8.15	51	17.37	4.29	1.27	1.47	0.49	2.30	0.43
Wellington	N.Z.\$1.847	51	16.92	7.04	2.70	0.37	0.38	1.69	1.62
Kuala Lumpur	Ringgit 4.250	50	17.17	4.29	4.97	1.02	0.63	0.96	0.24
Mexico City	Mex. Peso 41.75	48	18.68	4.72	0.88	0.79	0.38	1.31	0.72
Birmingham	£	48	18.17	3.50	2.56	0.36	0.32	0.92	1.50
Lisbon	Port. Escudo 75.10	43	14.78	3.33	1.24	1.20	0.40	1.03	0.60
Belgrade	New Y. Dinar 32.47	40	11.70	3.70	1.33	1.23	0.46	1.69	1.31
Saltisbury	Rh.\$1.21528	39	11.93	4.94	1.88	0.70	0.30	0.92	1.23
Nicosia	C£0.714	35	13.87	2.80	0.75	0.70	0.42	0.91	0.84

The index is based on the sterling cost of three nights' bed and breakfast, and two a la carte dinners in an hotel, one dinner in an average restaurant, three bottles of house wine, one hotel lunch, two snack meals, one 5 km. taxi journey and five whiskies. Exchange rates are as published in the Financial Times on 1st November, 1977. An attempt has been made to give the best estimate of prices to be expected for comparable standards throughout the world; for this reason the median price in the first class/international category is given for hotel costs.

There are, necessarily, some anomalies specific to individual items in certain countries. For example, soft drinks have been substituted for wine and spirits in Saudi Arabia and Kuwait, where these latter are unavailable, and the index for these countries will be unavoidably low. The results, based on a slightly different sample from last year's, contain one significant change. London's ranking, which fell from 19 to 38 last year, has recovered to a highest-ever fourteenth position. Otherwise the composition of both the top and bottom twenties is virtually unchanged.

The sharp rise in charges made by its leading hotels over the last year has led to London jumping to 14th position in the index league table of those costs likely to be incurred by the travelling businessman in a survey of 61 business centres.

This compares with 38th in a similar survey last year and 19th in 1976. The top of the table has also changed. Frankfurt is now the most expensive of the cities surveyed, followed by Brussels and Paris, whereas last year Abu Dhabi, New York and Frankfurt occupied the top three spots.

Although there have been a few shuffles in the order of expense, the most significant development in the last year has been the reduction in differential between the most expensive, Frankfurt, and the least expensive, Nicosia. Last year, with London rated at 100, the index ranged from 232 in Abu Dhabi to 58, again in Cyprus.

This year, however, the range is from 180 to 35, showing that there has been some

levelling over the last year. It should also be added that, because the index relies so much on hotel life and hotel restaurant eating some anomalous money then he would profit from staying in Birmingham where a country, such as Saudi Arabia, which is known to be in the FT index with a rating very expensive, falls well down of 48 compared with London's list because soft drinks 100.

But while there is increasing uniformity in the level of expense throughout Europe, as well as in the decor of the hotels, the methods of doing business still vary very much in different parts of the world. Most are aware of the care which must be taken when doing business in the Middle East, where the laws of the Moslem religion have an obvious effect on eating and drinking habits.

Less well-known are old customs about the Common Agricultural Policy of the EEC and any suggestion that it might work in their favour. They are wary of the British Labour Party's ambivalent attitude to the Common Market. Also they can be quickly upset at the mere mention of Manchester United

like Egypt it is better not to flaunt large foreign cars outside the cities, as this can provoke hostility, while the problem of what to wear, especially for women, is common to most of the Middle East. In Saudi Arabia it is rare for a woman to be given a visa when travelling alone and difficult, when there, to obtain a taxi or drive a car alone. Throughout the Middle East, and in some southern European countries women are advised to dress conservatively and to avoid displays of affection in public.

Avoiding discussion of sensitive subjects—religion and politics—can sometimes be difficult in places like South Africa, where race and politics are constant talking points. The French are, apparently, very touchy about the Common Agricultural Policy of the EEC and any suggestion that it might work in their favour. They are wary of the British Labour Party's ambivalent attitude to the Common Market. Also they can be quickly upset at the mere mention of Manchester United

In less-developed countries numbers may be in comparison with legal immigrants) and of crowds at overseas certification centres. Surely it is beyond dispute that most of them are there because they expect a higher standard of living there than in their native land? They show no sign of wishing to be integrated into U.K. society. They set up their own communities within the U.K.

Some natives of the U.K. feel that they dare not criticise an immigrant, in circumstances in which they would freely criticise an indigenous citizen, for fear of being accused of race prejudice. Judge McKinnon may have been unwise to speak as he did (I do not know his actual words), but the real problems will not be solved by pretending that they do not exist.

D. A. Bell, 67, Wokingham Road, Wokingham, N. Hants.

Unemployment

From Mr. D. Morris. Sir—In his article on December 31, Alec Cairncross holds out little help for the unemployed. However, I believe unemployment could be reduced and in 1978 it is the small firms who could do it.

Overmanned nationalised industries have to reduce staff, exporters will be facing more competitive exchange rates and most large firms have sufficient slack to meet anticipated demand before they start expanding. On the other hand, small firms are largely in new and expanding areas, service industries and the professions, etc., where scope for growth at present lies. In addition small firms collectively employ millions of people and could reduce unemployment substantially if many of them just engaged one or two extra staff.

Currently small firms are taxed beyond the point of taking risks and seeking rewards, as I was reminded by a German who said "I work half the week for Herr Vaterland and half for Herr Braun." With tax rates as high as 53 per cent and 98 per cent.

Immigrants

From Professor D. Bell. Sir—It is a measure of the present state of affairs that I seriously wondered whether I dare put my name to a publication of a shade of opinion slightly different from Joe Rogally's (January 10).

Of course there is no excuse for the immigrant-bashers (unless it be the favourite excuse, that they are the victims of their environment), any more than for football hooligans. In fact they are probably much the same type of individuals. But there are some real problems connected with our immigrants.

The manner of dissolution of the British Empire gave the "right" of residence in the U.K. to substantial numbers from quite alien cultures. It is no use pointing to a recruiting campaign by London Transport at one particular time when we frequently hear of illegal immigrants (however small the

numbers may be in comparison with legal immigrants) and of crowds at overseas certification centres. Surely it is beyond dispute that most of them are there because they expect a higher standard of living there than in their native land? They show no sign of wishing to be integrated into U.K. society. They set up their own communities within the U.K.

Some natives of the U.K. feel that they dare not criticise an immigrant, in circumstances in which they would freely criticise an indigenous citizen, for fear of being accused of race prejudice. Judge McKinnon may have been unwise to speak as he did (I do not know his actual words), but the real problems will not be solved by pretending that they do not exist.

D. A. Bell, 67, Wokingham Road, Wokingham, N. Hants.

Steel

From Mrs. C. Ribbens. Sir—The ban on Russian steel imports, December 21, although necessary, detracts from the fact that the major importers of steel into Britain are our Common Market partners, against whom we can take no action to reduce imports.

In the period January-October, 1977, Russia was tenth in the league of steel importers with 80,000 tons, out in front were West Germany (220,000), Holland (220,000) and France (220,000).

Surely the state of our steel industry warrants a special plea from Edmond Dell, the Trade Secretary, to the EEC commission for a limit to be imposed on imports from these sources.

Christina Ribbens, 50 Whitebeam Avenue, Bromley, Kent.

Crosswords

From Mrs. V. Evans. Sir—While letters such as that written by Mr. Cawdry are published (January 12), men will continue to be deluded into thinking that "it is still a man's world."

I gave up sending in completed crossword puzzles many years ago when I decided that the odds on being a winner did not warrant the outlay on postage. I am sure many other women have come to the same logical, intelligent conclusion. It is not surprising that such an illogical statement emanates from a man.

Y. Evans, Oaklands Lane, Arkley, Barnet, Herts.

Letters to the Editor

Quality

From Mr. L. Kent. Sir—As Mr. W. Murphy (January 11) does not recall any economist relating the hyper sensitive subject of wages to the equation of a rising pound and its effects on exports, so few, if any, from management, marketing or of have considered raising the quality of the exported product as adequate compensation.

I believe that consumers of all nationalities are prepared to pay a small premium for goods of a better quality and cite the appreciation of the Deutsche mark and the German automobile as a classic example.

This seems a far more sensible approach than suggesting wage cuts because the subsequent reaction of the labour force to this possibility would undoubtedly result in the exact opposite of the present "problem," that is, a falling pound.

L. J. Kent, 38, Ringstead Road, Sutton, Surrey.

Accountancy

From Mr. T. Parkin. Sir—The comments from Mr. Cox (January 10) relating to my letter on Hyde Indefinite accounting, provide a basis for preparing a profit and loss account using the averaging method as recommended by the Hyde guidelines.

The averaging method for the cost of sales is just what is needed. The averaging method for the cost of sales is just what is needed. The averaging method for the cost of sales is just what is needed.

The averaging method will give the current cost at the point of sale, when purchases are the same as sales, stocks are constant, and suppliers' prices increase at a uniform rate. When these conditions do not fully exist, averaging will usually give an acceptable result when a more appropriate method cannot be devised.

The objective of the averaging method is to match as closely as possible, sales with current costs at the point of sale, the only course of action, I am simply saying that it is a very attractive alternative which I feel may have not examined in

adequate detail and which some of the many will live to regret. P. J. Froggatt, Director and Actuary, Lombard Insurance Advisory Services, 163, London Road, Croydon.

Democracy

From Mr. A. Chamberlain. Sir—Mr. Cassidy's letter (January 11) appears to ignore the facts as reported in your article on industrial democracy in the Post Office of January 6.

Seven members of the new Post Office Board have been nominated by the unions. Of these, three are full time officials of their unions and two of these were previously Post Office employees; the remaining four are currently employed by the Post Office. In all cases, they have been nominated as a result of a democratic procedure as appropriate to their individual unions.

These procedures have included ballots of the union membership and election by union annual conference.

It was noted in your article that none of the union nominated directors will draw the part time director's salary. They will simply receive the appropriate salary for their current post.

I hope Mr. Cassidy will agree that his facts are inaccurate and his remark "jobs for the boys" is misleading.

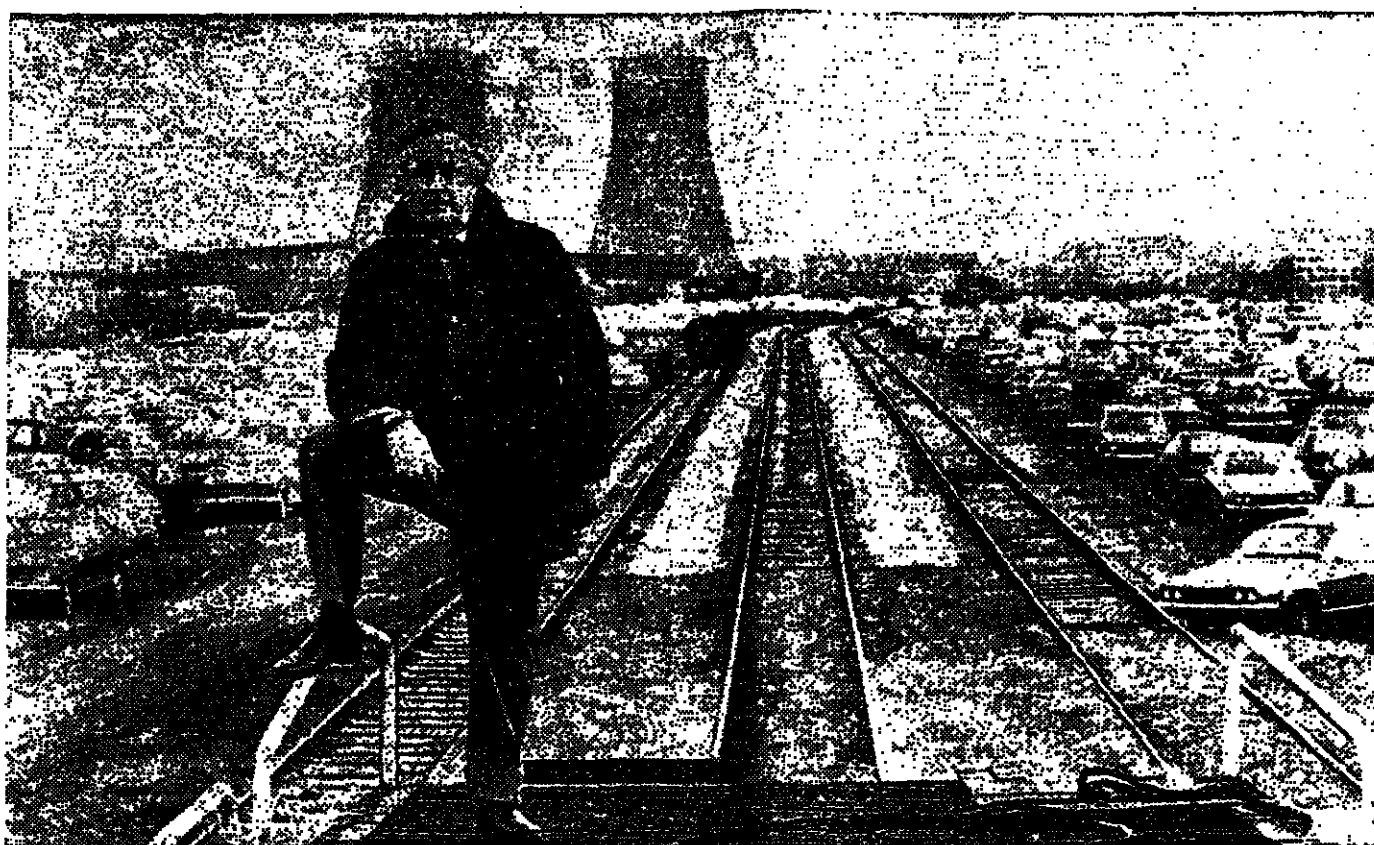
Alec Chamberlain, Assistant Secretary, Council of Post Office Unions, 113, Tottenham Court Road, W.1.

Brickwork

From the Chief Technical Officer, The Brick Development Association. Sir—The Director of the British Woodworking Federation (December 30) is reiterating a myth which I fear too many local authorities may come to believe, that timber-framed housing

A road v. rail collision at Didcot

BY PAULINE CLARK



Mr. Norman Davis, managing director of Landsown Estates, and the Didcot site which is the scene of the conflict.

THE FIRST two weeks of the first to appear at the Didcot New Year have seen some centre carrying Cowley cars curious goings-on at the Didcot from Oxford, and partly freight distribution centre in because Didcot has emerged as Oxfordshire—now emerging as the focal point in a mounting inter-union row over alleged standing tripartite road-versus-rail wrangle between railway-men, lorry drivers and freight operators.

The Didcot incidents are already being investigated by Mr. Sid Weighall, general secretary of the National Union of Railwaymen, as possible further evidence of foul play by lorry drivers trying to boost the use of road transport at the expense of the railways and without regard to transport efficiency. Earlier this week, he described the latest happenings at Didcot as "madness" and announced that if he could find sufficient evidence, he would take the issue up in a direct confrontation with Mr. Jack Jones, general secretary of the Transport and General Workers' Union.

In railway circles and in certain freight distribution quarters on the Milton Trading Estate at Didcot, little doubt is expressed that the obstruction to the first consignment of cars was mischievous.

The second incident has raised several questions. Who ordered the 60 cars to be loaded onto the train? Why did they change their minds about taking the load by rail? And if there was not in fact a change of mind, were the cars taken to Didcot and delayed there to see if anyone could be persuaded to unload them?

The lorry drivers on the site make it quite clear that it is a railway man's job to drive a train and their job to drive vehicles. So it would have been up to the TGWU drivers to unload them.

The Milton Trading Estate was set up three years ago as a joint commercial enterprise between Landsown Industrial Estates—an 80 per cent. owned subsidiary of English Property Corporation—and the Howard Tenens Services distribution and engineering company.

One of its chief aspirations right from the beginning has been to receive British Leyland cars by rail from Cowley and a railway track has been routed there specifically for the purpose.

Yet the arrival of the 100 cars a week ago was the first train cargo in the three years since the centre was set up. Until then, all cars had been brought by road.

The centre has also failed to only six customs and excise officers compared to the 60 originally intended.

Mr. Norman Davis, managing director of Landsown Estates, has no doubt that the restricted growth of the Didcot centre is the result of pressure being put on freight agents by TGWU members not to use rail for transport.

There are 140 tenants on his site and none has admitted yielding to threats from the TGWU. But Mr. Davis believes the evidence is in the use of road transport in cases such as

car transport, where rail would be cheaper and more efficient. The National Union of Railwaymen, which points out that rail jobs have been reduced from 600,000 to 240,000 since the pre-Beeching era, claims that the actions of TGWU members at Didcot and elsewhere is "undermining the whole Government policy on transport" and that Didcot is a clear example of the failure to co-ordinate road and rail services in the face of a union struggle.

The union condemns TGWU leaders for neglecting to tackle

the problem. It points specifically to the refusal of Mr. Jack Jones even to discuss the issue when a list of allegations about restrictive practices by his members was brought up at a Labour Party meeting of the sub-committee on transport on September 22 last year.

A paper, now referred to as "the Didcot files" and compiled by members of the committee, alleges that "the TGWU have put pressure on operators to cease using Didcot Distribution Centre and instead to continue handling goods at Southampton."

It also alleges that "companies, particularly car manufacturers and brewers, have been threatened with blacking by TGWU members if they attempt to switch traffic from road to rail."

Companies which the paper said were alleged to have yielded to threats of retaliatory action on their distribution and production capabilities, included British Leyland, Ford Motor, Vauxhall Motors, Raleigh Industries, Scottish and Newcastle Breweries, Bass Charrington, Allied Breweries, Watney, Mann and Truman, Guinness Son and Co., Ranks Hovis McDougall, Metal Box and Abertaw Cement.

According to the minutes of the September 22 meeting, Mr. Jones asked for the office paper to be destroyed after denying that the TGWU had anything to do with the situation at Didcot. He admitted, however, "that Southampton dockers were worried about losing their jobs because of developments at the Didcot distribution centre."

In spite of this admission, Mr. Jones also did not allow discussion of extracts from an article in a Southampton shop stewards publication called "The Hook" in which Mr. Ron Mouldale, the TGWU chairman of the

Southampton container committee, wrote of shop stewards visiting all the agents at Didcot and telling "them straight that they had a choice either to use Southampton or Didcot. If it was Didcot, they would not get another container through Southampton Docks or any other port."

Concern about loss of jobs to lorry drivers as well as dockers has also emerged in the recent Didcot car affair. Mr. David Buckle, Oxford District Secretary for the TGWU, said last week that the agreement to carry the first train-load of 100 cars had been reached with a shop steward while Mr. Buckle was away on holiday. This was a "one-off agreement made to help British Leyland out of a congestion problem at Cowley, so on that understanding he allowed the venture to go through."

The ordering of the second train load is denied by both British Leyland and by the car transporting company involved, James Car Deliveries. But in any event it is seen by Mr. Buckle and his members as "an abuse" of the one-off agreement.

The problem for the TGWU at present is clear, though the solution is certainly complex. Because of existing agreements for transport of cars by road, any change to rail now is bound to threaten existing jobs and it has to be the union's job to protect these as far as possible. A similar argument must apply to the need to preserve dockers' jobs in Southampton.

Mr. Norman Davis is hopeful that one day negotiations on the present agreements will take place to decide how the jobs should be distributed on the basis of efficiency.

If jobs must be lost before they can be recreated, however, a solution to the Didcot problem looks a long way off with some bitter fighting enroute.

LABOUR NEWS Tyne pay relativities annoy boilermakers

BY OUR SOUTH SHIELDS CORRESPONDENT

MORE PAY trouble is simmering among boilermakers in the Swan Hunter shipbuilding yards on the Tyne.

The 3,500 boilermakers in the consortium have been called to a mass meeting in the Newcastle City Hall on Monday by their ship stewards to consider the erosion of their long-standing pay differentials following the recent 25.40 "fair wages" award to the company's 1,700 outfitters.

Last week, the boilermakers' shop stewards served 14 days' notice on the management to end their working agreement, covering interchangeability, flexibility and mobility between their trades. But it was learned yesterday that the notice was given after the management had refused a request to restore the differentials.

The management also con-

Investors Chronicle sold to Morgan-Grampian

BY CHRISTINE MOIR

THROMORTON Publications, publishers of the Investors Chronicle, the weekly investment magazine, has been sold for £125m to Morgan-Grampian by its joint owners, the Financial Times and IPC Business Press, a subsidiary of Reed International.

The agreement will not be completed until next week, but the points still to be finalised are not believed to be critical. Mr. Graham Sherren, chief executive of Morgan-Grampian, said yesterday that he hoped Thromorton would make pre-tax profits of about £180,000 this year, compared with £175,000 in 1977. Turnover last year was £1.67m and shareholders' funds amounted to £274,000.

Thromorton staff were also told yesterday that any future development of the Investors Chronicle and its sister publications would be designed to "maintain or, possibly, enhance their standing and authority."

It is now known that these new developments will include a change of direction for the Investors Chronicle over the long term. Traditionally, the IC has drawn its readers from the ranks of the small, private investor.

"The small investor has been disappearing for some time, hence the need for gradual changes over the long term," Mr. Victor Matthews, chief executive of Trafalgar House, the company which recently acquired Morgan-Grampian, said yesterday.

For the present the main changes are in the top management of Thromorton. Mr. Andrew Ross, at present director of development and books at Morgan-Grampian, will become Thromorton's new chairman. Mr. Donald Eglinton, managing director, will be replaced by Michael Brett, remains as editor. Trafalgar is also taking this opportunity to set up a holding company covering its newly

acquired publishing and printing interests, which include Beaverbrook Newspapers, publishers of the Daily Express and the Evening Standard as well as Morgan-Grampian and Thromorton. Sir Keith Skinner, chairman of IPC Business Press, was not available for comment yesterday. However, it has been known for some time that Reed International, IPC's parent company, has begun a policy of sales in order to reduce borrowings. Thromorton was not central to IPC's main publishing interests, which include the Mirror group as well as 41 magazines.

The Financial Times said yesterday: "We are embarked on a number of reasonably ambitious plans at present. They include a commitment to print in Europe next year, and a joint venture just announced with the Electronic Information. Other possibilities include further developments in the U.S."

Strike move defeated in BBC staff vote

BY PHILIP BASSETT, LABOUR STAFF

MEMBERS OF the Association of Broadcasting Staff at a mass meeting in London yesterday rejected a call for an all-out strike by the union's BBC television and radio staff.

The union's London Inter-Branch Committee asked the meeting of 3,000 BBC employees to give full support to the 500 engineers suspended by the BBC for walking out on the union's orders in a dispute about overtime working.

The committee said that if the suspended engineers were not reinstated with full pay immediately there should be a total

Labour protests at decision to take no action on judge

BY RUPERT CORNWELL, LOBBY STAFF

LORD ELWYN-JONES, the Lord Chancellor, will take no further action against Judge McKinnon, Atkinson MP for Tottenham and who is at the centre of a political row over his summing-up in a race trial last week. But debate.

Judge McKinnon exposed a grave error of judgment when he implied that freedom of speech was an unconditional right—not just within the law—but in spite of the law, Mr. Atkinson said.

The row stems from the judge's view that public use of the phrase "wogs, niggers and coons" by Mr. Read, a former chairman of the National Front, was not itself harmful, and did not constitute a breach of the Race Relations Act.

The Lord Chancellor's decision fell far short of satisfying Labour MPs, of whom 113 have demanded a Commons motion demanding the judge's dismissal. They intend to press for a full debate on the incident.

A leader of the group, Mrs. Barbara Castle, the former Cabinet Minister, said that Lord Elwyn-Jones's statement was "a

step forward, but does not go far enough." Mr. Norman Atkinson, MP for Tottenham and who is at the centre of a political row over his summing-up in a race trial last week. But debate.

Judge McKinnon exposed a grave error of judgment when he implied that freedom of speech was an unconditional right—not just within the law—but in spite of the law, Mr. Atkinson said.

The row stems from the judge's view that public use of the phrase "wogs, niggers and coons" by Mr. Read, a former chairman of the National Front, was not itself harmful, and did not constitute a breach of the Race Relations Act.

The Lord Chancellor's decision fell far short of satisfying Labour MPs, of whom 113 have demanded a Commons motion demanding the judge's dismissal. They intend to press for a full debate on the incident.

Leyland bid for 1m. target

LEYLAND shop stewards yesterday agreed to try to persuade the 130,000-strong workforce to increase output to 1m. vehicles a year as an alternative to redundancies.

This year's production target is \$25,000—or 80 per cent. capacity. But Mr. Derek Robinson, chairman of the union side on the company's Cars Council, put forward the new target as an "alternative strategy to redundancies at a council meeting in Coventry."

He said shop stewards were totally opposed to cuts in the workforce. Comments on the suggestion are being sought by the end of this month. Shop stewards, said Mr. Robinson, could not guarantee trouble-free production, but there was a tremendous change of attitudes taking place on the shop floor.

National union officials and shop stewards are meeting Mr. Michael Edwards, British Leyland chairman, on Monday.

Enclosed dockers who are members of the National Amalgamated Stevedores and Dockers meet on Monday to decide about the deal.

TGWU dockers on the river-side wharves accepted a deal within Government guidelines by a large majority yesterday. The stevedores have rejected the deal and will meet with the employers again next week.

Imperial re-enters price war

BY OUR INDUSTRIAL STAFF

IMPERIAL GROUP yesterday re-entered the cigarette price war with details of how its two tobacco subsidiaries are to tackle competition from new cut-price cigarettes which can be made at home—a concept half-way between roll-your-own and conventional products.

W. D. & H. O. Wills is offering a discount of 4p on purchases of Golden Virginia tobacco, the best-selling hand-rolling brand, which Wills claims has more than 46 per cent. of the £200m. a year market.

John Player and Sons is to increase the size of Britain's best-selling cigarette, Player's No. 6 Filter, but will continue to recommend the same retail price as for the present version.

The moves have been stimulated by the launch on Monday of Benson and Hedges Custom by the Gallaher group, which is

number two behind Imperial in the U.K. cigarette market. Custom is made from a kiln which enables 20 small cigarettes the same size as the present Player's No. 6 Filter—to be made for 39p, about 10p under the normal retail price of tailor-made cigarettes.

Gallaher is backing the launch with a £1m. promotion and the group believes that, after the higher prices for small cigarettes resulting from EEC tax harmonisation on tobacco products, the new type of do-it-yourself cigarette could capture 3.5 to 5 per cent. of the U.K. market.

Rothmans, third largest in the U.K. market, expects to be setting a similar product before the end of next month.

Wills' reaction has been to offer roll-your-own cigarettes smokers 4p off their next purchase of Golden Virginia tobacco,

Economic Diary

MONDAY—Balance of payments current account and overseas trade figures (Dec.). British Leyland chairman meets senior shop stewards. Meetings of Yorkshire and Scottish miners on productivity schemes. Two-day EEC meeting of Fisheries Ministers begins, Brussels. European Parliament session opens, Luxembourg. WEDNESDAY—Monthly meeting of CBI council. Index of industrial production (Nov.-prov.). Basic rates of wages and normal weekly hours (Dec.). Monthly index of average earnings (Nov.). THURSDAY—U.K. banks' assets and liabilities and the money stock (mid-Dec.). London dollar and sterling certificates of deposit (mid-Dec.). Confederation of Shipbuilding and Engineering Unions pay talks resume. FRIDAY—Retail prices index (Dec.). Third quarter figures for financial accounts of industrial and commercial companies and personal sectors, and net acquisition of financial assets. SATURDAY—Liberal Party Special Assembly, Opera House, Blackpool. Lib-Lab pact debate and vote.

NO OTHER INVESTMENT TODAY PROVIDES ALL THAT WE OFFER.

- ✓ 10% discount on initial purchase
- ✓ Tax Relief
- ✓ Substantial life cover
- ✓ No front-end loading
- ✓ Easy cash-in facility
- ✓ Simple application form
- ✓ £ cost averaging with regular investment
- ✓ £125,000,000 backing
- ✓ 75 yrs. Scottish investment management experience

Look through all the financial advertisements in today's papers and you will find that no other Plan provides all the benefits of the Crescent Plan. The Plan offers the private investor a means of regular saving with which he or she can benefit from the skills of a large investment team using appropriate world markets. The Plan is a proven success. The £125m investment group behind it is of proven integrity, and the fact that your subscriptions buy more units when prices are low and fewer when they are high guarantees that the average price you pay for your units is less than the average of their varying prices during the savings period. Unit prices can, of course, go down as well as up but "pound cost averaging" makes positive long term advantages out of such occurrences. Joining the Plan is as simple as filling in the coupon below. You can start for as little as £5 per month and there is no upper limit although if you want to save more than £50 a month further medical evidence may be required. Subscriptions may also be paid quarterly or yearly.

As the CRESCENT PLAN is a life assurance policy you are entitled to tax relief on your subscriptions. Currently this means that for every £100 you subscribe £17.00 will be allowed in tax relief, but if you stop subscribing to the Plan within the first four years the Inland Revenue may require you to refund to them a portion of the tax relief you may have obtained. This we do by deducting the appropriate amount from the proceeds.

The Plan also provides a guaranteed minimum return in the event of the death of the subscriber before the end of the savings term. Experience has shown us that the most popular savings term is 10 years, therefore, for persons aged 18 to 60 next birthday this guaranteed return is at least eight times the annual subscription and for those up to age 50 next birthday at entry, at least ten times the annual subscription. (Details of longer term policies are available on request.)

Nevertheless, as indicated above the net cost to you is only £83.00 after tax relief. Later, when the value of your accumulated units exceeds the guaranteed life cover, the amount invested rises to £97. The net cost, however, remains the same.

The CRESCENT PLAN is designed to be a medium to long term investment so the longer you keep the Plan in force the better chance you have of substantial capital appreciation. Any capital gains tax liability that occurs is the responsibility of the Company, but as you have had the full benefit of any capital gain the Company must reserve the right to make a deduction from the proceeds to cover its liability.

Your investment begins as soon as we receive your cheque and application form and the latter is accepted. We will send you our brochure which we feel sure will confirm your decision to start a Plan, but if it doesn't or you are in any way dissatisfied, we will refund your subscription without question provided that you advise us within 10 days.

Incidentally, you may cash the Plan at any time, although it can be left to increase in value after the end of the subscription-paying term if you so wish. We will pay to you the net value of your investment less a deduction of only 20% of one year's subscriptions to recover the initial expenses including stamp duty, of setting up the Plan. (This is a much smaller deduction than most companies make.)

Finally, we do not employ salesmen so there will be no unwelcome callers at your home at any time. (Crescent is part of American Trust Group, a British, Edinburgh based investment house (Est. 1902) managing funds in excess of £250m.)

This offer links the Crescent Plan with the Crescent High Distribution Fund. The overall performance of the British stock market recently has been encouraging and with the arrival of North Sea oil significant quantities we believe the long term potential to be excellent. The Crescent High Distribution Fund is invested in top quality shares on the U.K. stock market and provides regular income distributions which are reinvested under the Plan for the benefit of subscribers. Since June 1971 the net annual distribution rate has more than doubled. Current commencing gross yield 4.7.08% p.a. THIS COUPON ENTITLES YOU TO A SPECIAL INTRODUCTORY DISCOUNT OF 10%

Subscribers to this offer will receive their first allocation of units at a fixed price of 42p, a discount of over 10% on the current offer price of 46.5p falling at 13th January, 1978.

This offer closes on Tuesday 24th January, 1978

To Crescent Life Assurance Co. Ltd., Ace House, Windsor, Berks, SL4 1EU. Tel: Windsor 62443.

I hereby apply for a "CRESCENT HIGH DISTRIBUTION PLAN" assurance policy at a subscription of £ _____ Monthly _____ Quarterly _____ Yearly _____

I enclose a remittance for the first subscription, payable to Crescent Life Assurance Co. Ltd. Subscriptions must be in exact £'s (minimum £5 monthly, £15 quarterly, £60 yearly).

Surname (Mr, Mrs, Miss) _____

First Name (in full) _____

Address _____

Date of Birth _____

Have you had any medical attention during the past 6 months? YES/NO. If YES, please give details. _____

I declare that I am in good health and agree that this application shall be the basis of the contract.

SIGNATURE _____

DATE _____

A remittance for the first payment must accompany this application. All payments thereafter must be by banker's order or Giro standing order. Not available to residents of the Irish Republic.

Registered in Edinburgh, Number 51555. Registered Office: 4 Melville Crescent, Edinburgh.

FT9/1

CRESCENT
HIGH DISTRIBUTION PLAN

COMPANY NEWS+COMMENT

Thorn up £3.76m. to £46.13m. at midway



Sir Richard Cave, chairman of Thorn Electrical Industries.

FNFC loss under £5m. after second half profit

BANKING AND FINANCE group First National Finance Corporation returned a 22.51m. profit in the second half of the October 31, 1977, year reducing the full year deficit to £4.87m. against £23.11m. last time.

Directors are encouraged by the improvement in results and consider that if interest rates continue at their current level and the rise in property values becomes firmly established, the second half trend should continue in 1978.

But they say the improvement must be viewed as being relatively small when compared with the net deficiency applicable to shareholders of £7.2m.

In the past four years FNFC has amassed losses of £18.17m. Lower interest rates were the most important factor in the second half improvement, directors say.

The pre-tax loss for the year includes an £5.04m. profit from the consumer credit operations and is after charging interest and income deferred and subordinated loans of £20m. It is before tax.

Directors say £12.6m. of interest on income loans has now qualified for payment and sufficient remittances have been made to the support group to cover this amount.

Cash, short term funds and other assets were £248,570,273,899. Support group's Inc. loans were £10,944,106,073.

Directors say £12.6m. of interest on income loans has now qualified for payment and sufficient remittances have been made to the support group to cover this amount.

After deducting the share-solders' deficiency of £7.2m. from Unichem's future growth.

Interest on all loans at £24.52m. hand for 1978; together with other strengthened membership network will provide the soundest possible base for Unichem's future growth.

After deducting the share-solders' deficiency of £7.2m. from Unichem's future growth.

After deducting the share-solders' deficiency of £7.2m. from Unichem's future growth.

After deducting the share-solders' deficiency of £7.2m. from Unichem's future growth.

After deducting the share-solders' deficiency of £7.2m. from Unichem's future growth.

After deducting the share-solders' deficiency of £7.2m. from Unichem's future growth.

After deducting the share-solders' deficiency of £7.2m. from Unichem's future growth.

After deducting the share-solders' deficiency of £7.2m. from Unichem's future growth.

After deducting the share-solders' deficiency of £7.2m. from Unichem's future growth.

After deducting the share-solders' deficiency of £7.2m. from Unichem's future growth.

After deducting the share-solders' deficiency of £7.2m. from Unichem's future growth.

After deducting the share-solders' deficiency of £7.2m. from Unichem's future growth.

After deducting the share-solders' deficiency of £7.2m. from Unichem's future growth.

After deducting the share-solders' deficiency of £7.2m. from Unichem's future growth.

After deducting the share-solders' deficiency of £7.2m. from Unichem's future growth.

After deducting the share-solders' deficiency of £7.2m. from Unichem's future growth.

After deducting the share-solders' deficiency of £7.2m. from Unichem's future growth.

After deducting the share-solders' deficiency of £7.2m. from Unichem's future growth.

DIVIDENDS ANNOUNCED				
Company	Current payment	Date of payment	Corresponding dividend	Total for year
Grange Trust	1.32	Mar. 3	1.07	1.07
Jitra Rubber	1.75	Mar. 20	—	2.68
Christopher Moran Int.	4.32	Mar. 15	3.89	8.21
Thorn Electrical Int.	2.43	Mar. 3	2.23	4.66
Turner Manuf.	2.29	—	2.23	4.52
Wearwell	Nil	—	0.0	0.0

Dividends shown pence per share not except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues.

UNIT TRUSTS

High income funds coming back

With both equity and fixed interest markets dithering over the uncertainties implied by the behaviour of the dollar and interest rates worldwide, it is not surprising to see why investors would, once again, be attracted by the certainties of high income investment. Several of the unit trusts groups have taken the point, and have high income funds on offer this week.

Among them is Chieftain High Income Units which has on offer an estimated gross yield of 9.2 per cent. until January 30. Now this £10 a month is a very attractive offer, given the fact that the unit is not the best of the high income funds on offer. However, M & G's Chieftain's portfolio contains a high proportion of fixed interest investments—less than 20 per cent. at the moment; and the manager, who is a former City stockbroker, claims that proportion to under 20 per cent.

In contrast Arbuthnot's fund is some 42 per cent. invested in fixed interest stocks, while with Schiesinger's fund, the yield on the portfolio will be composed of nothing else. The significance of the distribution of investments lies, of course, in the fact that the income on the security element of a portfolio is going to rise, whereas that on the fixed interest proportion is not—nor, at least, unless the managers can switch their investments from lower to higher yielding stocks.

For those who will need a rising income, then, Chieftain's High Income Units are likely to prove the best of the opportunities available this week in common with the most of the high income funds, those of both Chieftain and Arbuthnot have comfortably outperformed the FT All-Share Index over the past year; that of Schiesinger's fund, however, has not.

One other group of managers is inviting applications for a high income fund this week: Crescent's High Income Units. This fund, which is a new offering, is going to appeal to an investor rather than to those for whom the fund is intended. Crescent's High Income Units are linked with the life assurance fund into its High Distribution Fund, for £100. Both plans provide a cushion with upwards of £5 a month to take away in regular savings, with switching facilities.

Directors and senior executives should also be giving thought to pension arrangements. There are considerable advantages in setting up separate arrangements, not only in that it provides complete flexibility in arranging benefits to suit the requirements of individuals, but in that it permits a transfer of assets from the pension fund to the directors in a tax-efficient manner. Two companies are offering their services in this regard—Legal and General is offering its Personal Investment Pension Plan this week to meet the needs of the self-employed. It provides considerable flexibility as to the rate of contributions, and a choice of funds for investment.

Directors and senior executives should also be giving thought to pension arrangements. There are considerable advantages in setting up separate arrangements, not only in that it provides complete flexibility in arranging benefits to suit the requirements of individuals, but in that it permits a transfer of assets from the pension fund to the directors in a tax-efficient manner. Two companies are offering their services in this regard—Legal and General is offering its Personal Investment Pension Plan this week to meet the needs of the self-employed. It provides considerable flexibility as to the rate of contributions, and a choice of funds for investment.

Directors and senior executives should also be giving thought to pension arrangements. There are considerable advantages in setting up separate arrangements, not only in that it provides complete flexibility in arranging benefits to suit the requirements of individuals, but in that it permits a transfer of assets from the pension fund to the directors in a tax-efficient manner. Two companies are offering their services in this regard—Legal and General is offering its Personal Investment Pension Plan this week to meet the needs of the self-employed. It provides considerable flexibility as to the rate of contributions, and a choice of funds for investment.

Directors and senior executives should also be giving thought to pension arrangements. There are considerable advantages in setting up separate arrangements, not only in that it provides complete flexibility in arranging benefits to suit the requirements of individuals, but in that it permits a transfer of assets from the pension fund to the directors in a tax-efficient manner. Two companies are offering their services in this regard—Legal and General is offering its Personal Investment Pension Plan this week to meet the needs of the self-employed. It provides considerable flexibility as to the rate of contributions, and a choice of funds for investment.

Directors and senior executives should also be giving thought to pension arrangements. There are considerable advantages in setting up separate arrangements, not only in that it provides complete flexibility in arranging benefits to suit the requirements of individuals, but in that it permits a transfer of assets from the pension fund to the directors in a tax-efficient manner. Two companies are offering their services in this regard—Legal and General is offering its Personal Investment Pension Plan this week to meet the needs of the self-employed. It provides considerable flexibility as to the rate of contributions, and a choice of funds for investment.

Directors and senior executives should also be giving thought to pension arrangements. There are considerable advantages in setting up separate arrangements, not only in that it provides complete flexibility in arranging benefits to suit the requirements of individuals, but in that it permits a transfer of assets from the pension fund to the directors in a tax-efficient manner. Two companies are offering their services in this regard—Legal and General is offering its Personal Investment Pension Plan this week to meet the needs of the self-employed. It provides considerable flexibility as to the rate of contributions, and a choice of funds for investment.

Directors and senior executives should also be giving thought to pension arrangements. There are considerable advantages in setting up separate arrangements, not only in that it provides complete flexibility in arranging benefits to suit the requirements of individuals, but in that it permits a transfer of assets from the pension fund to the directors in a tax-efficient manner. Two companies are offering their services in this regard—Legal and General is offering its Personal Investment Pension Plan this week to meet the needs of the self-employed. It provides considerable flexibility as to the rate of contributions, and a choice of funds for investment.

Directors and senior executives should also be giving thought to pension arrangements. There are considerable advantages in setting up separate arrangements, not only in that it provides complete flexibility in arranging benefits to suit the requirements of individuals, but in that it permits a transfer of assets from the pension fund to the directors in a tax-efficient manner. Two companies are offering their services in this regard—Legal and General is offering its Personal Investment Pension Plan this week to meet the needs of the self-employed. It provides considerable flexibility as to the rate of contributions, and a choice of funds for investment.

Directors and senior executives should also be giving thought to pension arrangements. There are considerable advantages in setting up separate arrangements, not only in that it provides complete flexibility in arranging benefits to suit the requirements of individuals, but in that it permits a transfer of assets from the pension fund to the directors in a tax-efficient manner. Two companies are offering their services in this regard—Legal and General is offering its Personal Investment Pension Plan this week to meet the needs of the self-employed. It provides considerable flexibility as to the rate of contributions, and a choice of funds for investment.

Directors and senior executives should also be giving thought to pension arrangements. There are considerable advantages in setting up separate arrangements, not only in that it provides complete flexibility in arranging benefits to suit the requirements of individuals, but in that it permits a transfer of assets from the pension fund to the directors in a tax-efficient manner. Two companies are offering their services in this regard—Legal and General is offering its Personal Investment Pension Plan this week to meet the needs of the self-employed. It provides considerable flexibility as to the rate of contributions, and a choice of funds for investment.

Directors and senior executives should also be giving thought to pension arrangements. There are considerable advantages in setting up separate arrangements, not only in that it provides complete flexibility in arranging benefits to suit the requirements of individuals, but in that it permits a transfer of assets from the pension fund to the directors in a tax-efficient manner. Two companies are offering their services in this regard—Legal and General is offering its Personal Investment Pension Plan this week to meet the needs of the self-employed. It provides considerable flexibility as to the rate of contributions, and a choice of funds for investment.

Directors and senior executives should also be giving thought to pension arrangements. There are considerable advantages in setting up separate arrangements, not only in that it provides complete flexibility in arranging benefits to suit the requirements of individuals, but in that it permits a transfer of assets from the pension fund to the directors in a tax-efficient manner. Two companies are offering their services in this regard—Legal and General is offering its Personal Investment Pension Plan this week to meet the needs of the self-employed. It provides considerable flexibility as to the rate of contributions, and a choice of funds for investment.

Directors and senior executives should also be giving thought to pension arrangements. There are considerable advantages in setting up separate arrangements, not only in that it provides complete flexibility in arranging benefits to suit the requirements of individuals, but in that it permits a transfer of assets from the pension fund to the directors in a tax-efficient manner. Two companies are offering their services in this regard—Legal and General is offering its Personal Investment Pension Plan this week to meet the needs of the self-employed. It provides considerable flexibility as to the rate of contributions, and a choice of funds for investment.

Directors and senior executives should also be giving thought to pension arrangements. There are considerable advantages in setting up separate arrangements, not only in that it provides complete flexibility in arranging benefits to suit the requirements of individuals, but in that it permits a transfer of assets from the pension fund to the directors in a tax-efficient manner. Two companies are offering their services in this regard—Legal and General is offering its Personal Investment Pension Plan this week to meet the needs of the self-employed. It provides considerable flexibility as to the rate of contributions, and a choice of funds for investment.

Directors and senior executives should also be giving thought to pension arrangements. There are considerable advantages in setting up separate arrangements, not only in that it provides complete flexibility in arranging benefits to suit the requirements of individuals, but in that it permits a transfer of assets from the pension fund to the directors in a tax-efficient manner. Two companies are offering their services in this regard—Legal and General is offering its Personal Investment Pension Plan this week to meet the needs of the self-employed. It provides considerable flexibility as to the rate of contributions, and a choice of funds for investment.

Directors and senior executives should also be giving thought to pension arrangements. There are considerable advantages in setting up separate arrangements, not only in that it provides complete flexibility in arranging benefits to suit the requirements of individuals, but in that it permits a transfer of assets from the pension fund to the directors in a tax-efficient manner. Two companies are offering their services in this regard—Legal and General is offering its Personal Investment Pension Plan this week to meet the needs of the self-employed. It provides considerable flexibility as to the rate of contributions, and a choice of funds for investment.

Directors and senior executives should also be giving thought to pension arrangements. There are considerable advantages in setting up separate arrangements, not only in that it provides complete flexibility in arranging benefits to suit the requirements of individuals, but in that it permits a transfer of assets from the pension fund to the directors in a tax-efficient manner. Two companies are offering their services in this regard—Legal and General is offering its Personal Investment Pension Plan this week to meet the needs of the self-employed. It provides considerable flexibility as to the rate of contributions, and a choice of funds for investment.

Directors and senior executives should also be giving thought to pension arrangements. There are considerable advantages in setting up separate arrangements, not only in that it provides complete flexibility in arranging benefits to suit the requirements of individuals, but in that it permits a transfer of assets from the pension fund to the directors in a tax-efficient manner. Two companies are offering their services in this regard—Legal and General is offering its Personal Investment Pension Plan this week to meet the needs of the self-employed. It provides considerable flexibility as to the rate of contributions, and a choice of funds for investment.

Directors and senior executives should also be giving thought to pension arrangements. There are considerable advantages in setting up separate arrangements, not only in that it provides complete flexibility in arranging benefits to suit the requirements of individuals, but in that it permits a transfer of assets from the pension fund to the directors in a tax-efficient manner. Two companies are offering their services in this regard—Legal and General is offering its Personal Investment Pension Plan this week to meet the needs of the self-employed. It provides considerable flexibility as to the rate of contributions, and a choice of funds for investment.

EXTERNAL TURNOVER for the six months to September 30, 1977, at Thorn Electrical Industries rose from £400.57m. to £523.55m, and profits advanced from £42.97m. to £46.13m. before tax of £24.8m. against £22.53m.

UK turnover increased by 13 per cent. to £414m. but despite increased direct exports turnover overseas dropped by 3.4 per cent. to £170m.

The directors say that before the financial year ends in March, there is still time for recovery in trading conditions in the High Street to take place but they consider it would be prudent to expect full-year profits to be similar to last year's £103.34m.

First-half earnings are shown to be ahead from an adjusted 13.5p to 15.2p net share and the interim dividend is lifted from 2.225p to 2.45p net. Last year's total was 6.652p.

First-half 1977 1976
Turnover £414.17 £379.20
Interest 60.52 52.46
Depreciation 41.53 41.07
Finance charges 4.93 5.32
Pre-tax profit 46.13 42.97
Tax 11.39 10.53
Net profit 34.74 32.44
Dividend 2.45 2.225
To shareholders 2.45 2.225
To directors 0.00 0.00

The directors say that the first four months of the financial year produced a satisfactory increase in sales and profits but trading results in August and September were disappointing. This was mainly caused by industrial relations problems stemming from working within the pay guidelines. In addition, consumer spending was at a lower level than expected.

The lower level of expenditure by the public on consumer electronics and household appliances has persisted throughout the normal peak season of the group's business although growth of the colour TV rental business in the U.K. and Europe has continued at a satisfactory level. Lighting and engineering profits both show some improvement on last year despite a costly strike at a key supplier.

Lower overseas profits in the first half reflect the decline in demand in Australia for most products, particularly colour TV receivers and the excess production capacity for consumer durable appliances which exists throughout Europe. See Lex

£3.4m. from Turner Manufg.

TURNOVER of commercial gear-box makers, Turner Manufacturing expanded from £19.84m. to £25.44m. for the 32 weeks to October 1, 1977 and pre-tax profits rose from £2.25m. to £3.4m.

In June, reporting first half profits of £1.73m. compared with £0.83m., the directors forecast second half profits of a similar amount.

It was mentioned that the leveling out of profits might continue into 1977-78. They now say that this trend, coupled with cutbacks in Turkey and the U.K., would indicate that profits for 1977-78 will show a moderate reduction from the record results of 1976-77.

After tax of £769,000 (£615,000) full year earnings are shown at 24.2p (16.7p) per 25p share and results in August and September were disappointing. This was mainly caused by industrial relations problems stemming from working within the pay guidelines. In addition, consumer spending was at a lower level than expected.

The lower level of expenditure by the public on consumer electronics and household appliances has persisted throughout the normal peak season of the group's business although growth of the colour TV rental business in the U.K. and Europe has continued at a satisfactory level. Lighting and engineering profits both show some improvement on last year despite a costly strike at a key supplier.

Lower overseas profits in the first half reflect the decline in demand in Australia for most products, particularly colour TV receivers and the excess production capacity for consumer durable appliances which exists throughout Europe. See Lex

£3.4m. from Turner Manufg.

TURNOVER of commercial gear-box makers, Turner Manufacturing expanded from £19.84m. to £25.44m. for the 32 weeks to October 1, 1977 and pre-tax profits rose from £2.25m. to £3.4m.

In June, reporting first half profits of £1.73m. compared with £0.83m., the directors forecast second half profits of a similar amount.

It was mentioned that the leveling out of profits might continue into 1977-78. They now say that this trend, coupled with cutbacks in Turkey and the U.K., would indicate that profits for 1977-78 will show a moderate reduction from the record results of 1976-77.

After tax of £769,000 (£615,000) full year earnings are shown at 24.2p (16.7p) per 25p share and results in August and September were disappointing. This was mainly caused by industrial relations problems stemming from working within the pay guidelines. In addition, consumer spending was at a lower level than expected.

The lower level of expenditure by the public on consumer electronics and household appliances has persisted throughout the normal peak season of the group's business although growth of the colour TV rental business in the U.K. and Europe has continued at a satisfactory level. Lighting and engineering profits both show some improvement on last year despite a costly strike at a key supplier.

Lower overseas profits in the first half reflect the decline in demand in Australia for most products, particularly colour TV receivers and the excess production capacity for consumer durable appliances which exists throughout Europe. See Lex

£3.4m. from Turner Manufg.

TURNOVER of commercial gear-box makers, Turner Manufacturing expanded from £19.84m. to £25.44m. for the 32 weeks to October 1, 1977 and pre-tax profits rose from £2.25m. to £3.4m.

In June, reporting first half profits of £1.73m. compared with £0.83m., the directors forecast second half profits of a similar amount.

It was mentioned that the leveling out of profits might continue into 1977-78. They now say that this trend, coupled with cutbacks in Turkey and the U.K., would indicate that profits for 1977-78 will show a moderate reduction from the record results of 1976-77.

After tax of £769,000 (£615,000) full year earnings are shown at 24.2p (16.7p) per 25p share and results in August and September were disappointing. This was mainly caused by industrial relations problems stemming from working within the pay guidelines. In addition, consumer spending was at a lower level than expected.

The lower level of expenditure by the public on consumer electronics and household appliances has persisted throughout the normal peak season of the group's business although growth of the colour TV rental business in the U.K. and Europe has continued at a satisfactory level. Lighting and engineering profits both show some improvement on last year despite a costly strike at a key supplier.

Lower overseas profits in the first half reflect the decline in demand in Australia for most products, particularly colour TV receivers and the excess production capacity for consumer durable appliances which exists throughout Europe. See Lex

£3.4m. from Turner Manufg.

Technology Trust ahead at halfway

GROSS income of Technology Investment Trust increased from £249,224 to £492,977 for the six months to November 30, 1977, and pre-tax revenue advanced from £289,586 to £450,953.

Taxable revenue for all 1976-77 came to £767,103 and the dividend payment was 2.25p net per 25p share.

The directors intend to pay interim dividends starting in 1978-79.

The net asset value per share stood at 129.73p (105.06p) at the half year end.

comment

At first sight Wearwell's figures look far from impressive. Turnover is unchanged and profits are only higher because the comparable figure is depressed by £60,000 of exceptional write-offs. Nevertheless, shareholders should not lose heart. The figures are an improvement over the previous six months and because Wearwell did not get ECGD backing for its exports until August it was not able to take full advantage of its export potential. Meantime the home market was depressed, particularly demand for clothing from small stores. But there has been some revival since October though the real drive is coming from exports. The main overseas markets are Canada, Europe and the Middle East with ladies' and children's clothing selling very well. Second half turnover could be up to £3m. with exports accounting for as much as 40 per cent. of the total. Last year overseas represented 12 per cent. of turnover. Full year profits could be over £250,000 without any tax liability, establishing Wearwell on the road to recovery. Borrowings meanwhile are little changed at £4m., but part of this is now funded by ECGD money, which costs Wearwell 2 points less than its overdraft. The balance-sheet still looks heavily geared (the debt to equity ratio is probably around 1:1) but Wearwell is heading the right way, though the shares are still speculative at 18p (down 2p) where the market capitalisation is £2.2m.

comment

Rubber Plantations rose from £60,118 to £88,376 for the year to end September 1977.

Earnings are shown to be ahead from 1.52p to 2.66p per 10p share and the dividend is stepped up from 1.074p to 1.75p net.

Since Jitra's investments were primarily in companies which trade and operate almost exclusively overseas, the company has been subject to dividend control.

comment

Sidlaw's 13.5 per cent. downturn in the second half offsets first half progress and full year profits are virtually unchanged. Lower consumer spending has not helped its effect, but in Sidlaw's case this has been compounded by falling demand for its basic product Jute, used in the manufacture of woven carpets, as the tattered variety became popular. Therefore, the company's move into the North Sea through its growing oil services and engineering division (41 per cent. of trading profits in 1975-76) has proved to be well timed, and rationalisation of both the textile and hardware divisions leaves the company in a much healthier position. The shares yield 9.6 per cent. at 99p, while the p/e is 8.9.

comment

Jitra Rubber pays 1.75p

Including £23.714, against £20,939, from associated companies, pre-tax profits of Jitra

machinery is said to be holding its own against table-top offset.

Some analysts are looking for no more than 27m. from timber group Magnet and Southern at £7.11m. stage, compared with £7.11m. when the group announced interim results on Wednesday (for the six months to September 30). Softwood timber prices have been coming on the bull since July and demand has been poor. Both are expected to contribute to a flat performance. Yet other analysts argue that since Magnet has a superior distribution and retail network, and only two out of its first six months were affected by price weakness £7.5m. seems more likely. Depending on which school of thought is followed, a full year outturn of between £13.5m. and £14.5m., compared with £14.2m., looks possible.

While first-half profits of J. B. Eastwood (due out on Monday) are expected to show a downturn, the Middle East oil group, analysts expect the full-year figure to be similar to last year's £8.3m. Much of the capacity in the important egg division (a fifth of profits in 1976-77) has been out of commission while the modernisation and automation scheme has progressed, but the benefits should start coming through in the second half. Feed increases are bound to have affected the broiler division, but butchery and retail network, and only two out of its first six months were affected by price weakness £7.5m. seems more likely. Depending on which school of thought is followed, a full year outturn of between £13.5m. and £14.5m., compared with £14.2m., looks possible.

Other results to note include interims from Allied Retailers, Allied Colloids, Stock Conversion and Dixons Photographic and finally from Trident Television and Henlys.

INTERIM FIGURES ONLY

J. B. Eastwood

comment

comment

comment

comment

comment

Sidlaw increase is only £7,000

AFTER RISING from £482,000 to £566,000 in the first half, pre-tax profits of Sidlaw Industries finished the year to September 30, 1977 just short of £1m. at £971,157,000. Turnover was slightly down at £37,96m., compared with £38,91m.

After lower tax of £604,000 (£687,000) earnings are shown to be ahead from 9.02p to 10.67p per 50p share and the dividend is stepped up from £1.383p to the maximum permitted £1.01942p net with a final of 4.51942p.

1976-77 1975-76
Turnover £37,960 38,910
Trading profit 1,993 1,910
Interest 1,383 1,384
From associates 1,383 1,384
Profit before tax 1,383 1,384
Taxation 604 687
Net profit 779 697
Extraordinary debits 151 78
Attributable 628 619
Ordinary dividends 22 115
Retained 756 582

The directors explain that turnover was lower than in the first half of the year, but this was due to the textile rationalisation programme and the disposal of certain interests.

The textile division suffered from the withdrawal of the regional employment premium in January 1977 which would have contributed an estimated £200,000 to trading profit for the rest of the year. Some disruption arose from rationalisation, but this was offset in part by an allocation of £144,000 from the Government revenue grant.

During the second half the market for consumer durables was particularly depressed and this affected adversely both the textiles and hardware divisions. Textiles trading profits were 16 per cent. lower at £0.88m. while the hardware division made a profit of £15,000. The oil services and engineering division achieved an increase of 14 per cent. to £900,000, which included an contribution from the sale of property-related assets as compared with over £200,000 in the previous year.

Interest charges in the second half were appreciably lower than in the first because of a reduced level of bank borrowings and lower interest rates.

comment

comment

comment

comment

comment

comment

comment

comment

comment

comment

comment

BIDS AND DEALS

Epicure and Sleas agree terms

Plans have now been finalised for the acquisition of the family-owned Sleas Holdings by its former subsidiary, Epicure, the hotel and restaurant company, in what is effectively a reverse takeover.

The deal, costing around £575,000, has been agreed by the Boards of both groups which have Mr. Reginald Breasley as chairman and chief executive. Under the terms, the Breasley family will receive a 65 per cent stake in the enlarged group in return for its holding in Sleas. Epicure is proposing to issue 12,507 new 5p Deferred Ordinary shares, priced at 7p, in return for Sleas, a holding company whose activities include manufacturing, property investment and estate management.

The deal has been expected since November last year when Epicure's share price was suspended at 35p. Epicure is also proposing a one-for-two scrip issue, while Sleas is offering to sell its 57 per cent stake in Epicure through the year ending June 30, 1979, to Epicure shareholders and Sleas employees, raising £177,000.

The various offers are subject to approval at an EGM on February 9. A Stock Exchange listing will be sought for the shares after the bid and scrip issue. The new Deferred Ordinary shares will be classified as Ordinary shares from March 28. The enlarged group is forecasting pre-tax profits of not less than £250,000 in the year ending June 30 with (included for only nine months) expected to contribute not less than £225,000. This compares with pre-tax profits of £211,000 in the year ending September 30, 1977, when most of the group's main interests were under pressure. The joint venture showed a £90,000 deficit.

Meanwhile, Epicure announced yesterday pre-tax profits for the year to June 30, 1977, of £26,327, compared with the previous year's loss of £25,001. The capital of the group after all share transactions should be £281,000, compared with Epicure's existing capital of £237,000.

In addition, Epicure is proposing to return to the dividend list for the first time since 1974 with a final dividend of 0.33p forecast for the current year. The group also envisages paying an interim dividend of 0.33p with payments in the year to June 30, 1979, expected to total 0.5p net.

MECCA
Mecca's offer to acquire the Ordinary capital of Bul Cinema has been extended, with the consent of the Panel, until February 10. Acceptances have been received in respect of 331,985 shares representing 36 per cent of the capital.

BELHAVEN BREWERY
At an EGM yesterday, shareholders of Belhaven Brewery Group approved an increase in authorised capital from 8m. to 12m. shares. Commonwealth Development Finance, which exercised an option to acquire 500,000 new shares in Belhaven, all of which have been placed with leading institutions. Brewery production of traditional ales showed a 21.5 per cent increase for the calendar year 1977, over the 1976 production figure.

BLAKEY'S SAYS HOLD FAST

Dealings in the shares of Blakey's (Malleable Castings) were resumed yesterday following the announcement on Thursday of a takeover bid by Centraway, the Birmingham-based industrial holding company. Blakey's share price ended the day 7p higher at 42p which compares with the suspension price of 35p and the cash bid from Centraway of 41p a share.

The Board of Blakey's, which is already an associate of Centraway, has said that it will be considering the terms and advises independent shareholders to take no action. The resolutions to yesterday's extraordinary meeting regarding the scrip issue were not proposed by the Board, in line with the conditions of the offer.

RESTAURANT GROUP CHANGE
The Great American Disaster, the hamburger restaurant group, has been acquired for a six-figure sum by Mr. Peter Gross and Mr. Barry Judd, whose other interests include London Town Taverns Group, Le Routinier in Camden Lock, Simply Steaks in Hampstead and Madison's.

Great American Disaster comprises restaurants in London's Fulham Road and Beauchamp Place, Manchester, Brighton and Paris. The group, together with the worldwide franchise for the group, were acquired by Gross and Judd from Mr. Brian Wolfson's Consolidated Home Industries Group.

C. & J. CLARK
C. and J. Clark, the private shoe company, has completed its £20m. purchase of the assets of Hanover Shoe. It was advised by Schroder's which also led the consortium of banks financing the deal. Chase Manhattan provided the largest single portion.

HAMBRO INCOME
Allied Investors' Trusts and Hambro Unit Trust Managers announce that the number of units of Allied Hambro Income Trust to be issued to former Hambro Income Fund holders is 1,418,442 Allied Hambro Income Units for each Hambro Income unit previously held.

ASSOCIATES DEALS
On January 10, Capel-Cure Myers sold on behalf of discretionary investment clients, 182,665 shares of Allied Investments at 22p. On January 12, S. G. Warburg bought on behalf of Allied Medical Enterprises 400,000 Allied Investments at 53p.

On January 11, W. L. Carr, Sons and Co. purchased on behalf of Charterhouse Japhet, advisers to Coral Leisure Group, the following shares in Punters: 50,000 at 43p, 400,000 at 43p, 437,000 at 43p, 100,000 at 43p, and 275,000 at 43p. They purchased 50,000 at 43p, 130,000 at 43p, and 875,000 at 43p, all cum-div.

SUMMARY OF THE WEEK'S COMPANY NEWS

Take-over bids and mergers

Britain's State-owned National Enterprise Board will control a company setting up two major hospitals in Saudi Arabia if an agreed £7.7m. bid for Allied Investment nursing homes and medical supplies concern goes through. A new company, United Medical Enterprises, 70 per cent owned by the NEB, last week announced the long-expected takeover offer for Allied, which has recently been awarded a £250m. contract by the Saudi Arabian Defence Ministry. The offer comprises 55p a share in cash, which is substantially higher than the 40p price at which the shares were standing prior to the announcement that bid talks were taking place.

Victory seems to be in sight for Ladbroke in its struggle to acquire Leisure and General now that Mr. C. Forbes, a director of L and G, has agreed to sell the 11.2 per cent of the equity he controls at 70p a share. The general offer has been increased from 60p to 70p a share. There are also several alternative offers.

Minority shareholders in Amalgamated Industrials, in which Mr. Per Hegard and his family interests hold an 84.7 per cent stake, are being offered one new Amalgamated 10.8 per cent. Cumulative Second Preference stock for every four Ordinary shares. Subsequently, shareholders may sell each Preference to stockbrokers Rowe Rudd for 80p cash. Centraway, the Birmingham holding company, is bidding 41p a share for the outstanding 67 per cent of Blakey's (Malleable Castings) not already owned. The offer compares with a market price of 35p ruling at the time of Thursday's suspension of dealings in Blakey's.

Harrissons and Crossfield has sent out its formal offer documents for both Malaysian Plantations and Harveys Investment Trust. At the same time it made the success of the latter bid more likely by buying approximately 2m. shares at 52p each and raising the general offer to the same level.

Bullough's cash bid for Newman Granger is 35p a share (valuing the company at £1.75m.) and not 33p a share as inadvertently recorded in last week's bids table.

Company bid for	Value of bid per share**	Market price**	Price before bid (£m)**	Value of bid (£m)**	Bidder	Final Acct'ce date
Prices in pence unless otherwise indicated.						
Allied Inv.	55*	54	47	7.57	Utd. Medical Enterprises	13/1
Assam Frnt. Tea	400*	360	305	3.8	Wrengate	13/1
Bulcin (Leons)	125*	121	114	0.28	D. F. Sevan	—
BCA	125*	122	53	1.43	D. F. Sevan	—
Blakey's (Malleable Castings)	41*	42 1/2	35	0.79	Centraway	—
British Industrial	35*	31	31	5.2	Centraway	—

* All cash offer. ** Cash alternative. † Partial bid. ‡ For capital not already held. § Combined market capitalisation. || Date on which scheme is expected to become operative. ** Based on 12/1/78. †† At suspension. ‡‡ Estimated. §§ Shares and cash. ¶ Based on 13/1/78.

Leisure & General advising acceptance of Ladbroke
The Board of Leisure and General is recommending shareholders to accept the increased offer made by Ladbroke. With the financial advisers, the Board consider the terms to be fair and reasonable and will unanimously recommend them to shareholders.

Ladbroke owns or has contracted to purchase a total of 2,954,000 L and G shares, or 28.7 per cent of the capital. The directors of L and G (excluding Mr. C. Forbes who has already undertaken to accept) and ICF intend to take the offer in respect of their shareholdings totalling 1,211,802 shares (11.8 per cent), and 2,040,000 shares (19.3 per cent), respectively.

The Board considers that the merger will enhance scope for future profitable development and will be to the advantage of staff and employees generally in terms of job security and prospects. It is intended that the management of L and G's business (excluding the book-making interests which are to be sold) will be continued for the time being through the L and G.

WRENGATE FAILS TO TAKE OVER ASSAM FRONTIER
Wrengate's bid for Assam Frontier has failed as expected. Yesterday Wrengate announced that it has been unable to persuade Sime Darby, which has a controlling stake in Assam because of the high voting power of its Preference shares, to agree to its £4.5m. offer.

In the end acceptances were received in respect of 49 per cent of the Ordinary stock, and 83 per cent of the Preferred stock. Wrengate owned 30,000 Ordinary stock units prior to the offer, and these, together with acceptances amounting to 32.7 per cent of the Ordinary shares.

Wrengate states: "The views of Ordinary stockholders in Assam have been made clear by the number of acceptances representing a majority of holders, both by value and number." It also comments: "Wrengate has made every effort to enter into negotiations with Sime Darby but it has not proved possible."

WACE GROUP
The Board of Wace Group the London printing plantmakers, announced that following the purchase by Energy Finance and General Trust on behalf of itself (4.55 per cent) and its client, Blad Investments (24.8 per cent), of a total 29.35 per cent of the Ordinary shares of the company, Mr. R. G. Day and Mr. J. D. Robertshaw have been appointed directors.

Mr. A. Lambert, chairman of Wace and Mr. E. R. Heron have resigned from the Board.

CHANGES WARES
At two separate general meetings for holders of Ordinary and

Beaumont Properties—London and Manchester Ass. disposed of 120,000 Ordinary and now holds 920,000.

Single Holdings—Empire Plantations and Investments acquired a further 100,000 Ordinary, making 1,425,500 (22.9 per cent), and 1,000,435 per cent. Nom. Cum. Pref. making 11,000 (10.5 per cent).

ICL—Mr. A. L. C. Humphreys, a director, has purchased 350,000 Brownlee and Co.—McLeod Russell has purchased a further 50,000 Ordinary, making holding 758,000 (10.7 per cent). Mr. R. Standard Fireworks—Mr. R. Greenhalgh holds 77,417 shares, Mr. M. B. Greenhalgh 37,646, Mr. D. G. Worthington 8,550, and Mr. K. A. Astley 6,885—all are directors. Britannic Ass. holds 112,000, Mr. J. C. Greenhalgh holds 104,311, and Yorkbank Nominees 50,500.

McLeod Russell—Assam Trading (Holdings) as recently purchased a further 12,000 Ordinary bringing holding to 1,448,055 (35.9 per cent).

Derritron—Amalgamated Industrials Holdings has purchased a further 7,500 Ordinary bringing holding to 9,918,795 (82.8 per cent).

City and Westminster Trust—Abbey Life Group now holds 685,000 Ordinary (5.17 per cent). Nigerian Electricity Supply Corporation—London Trust has purchased a further 70,000 Ordinary shares, increasing holding to 120,000 (11.55 per cent).

Sun Life Assurance Society—Kuwait Investment Office has reduced its interest in the capital to 4.5m. shares (8.33 per cent) by the sale of 100,000.

Brown Shipley Holdings—Prudential Assurance has sold 40,000 shares and now holds 378,383 (6.35 per cent). Britannic Ass. has sold 100,000 Ordinary shares bringing interest to 554,000 (7.36 per cent). Lowland Investment Company—Bosme Pensions Trust holds 1,245,938 Ordinary shares.

Le Valentin Investment Trust—Air Call now holds 1,489,251 Ordinary shares (64 per cent). Derby Trust—December 30, 1977, Sabara Investments transferred its holdings of shares in Derby Trust to its holding company, Oasis Investments. The holdings were as follows—960,000 in shares (37.81 per cent), then in issue, 37.39 per cent, now in issue, 37.39 per cent, 11.85 per cent, then in issue, 11.85 per cent, now in issue.

A. J. Mills (Holdings) Confirmation received from Gibbs Nathaniel that it has acquired from Matthews Holdings a total of 1,245,938 Ordinary shares.

PRELIMINARY RESULTS

Company	Year to	Pre-tax profit (£000)	Earnings* per share (p)	Dividend* per share (p)
Bakers Stores	Oct. 1	2254 (205)§	5.7 (9.1)	0.427 (0.402)
Bett Bros.	Aug. 31	2,880 (2,340)	9.1 (7.6)	1.702 (1.324)
Cap. & Comities	Oct. 1	2541 (105)§	10.8 (3.9)	1.556 (1.292)
Caplan Profile	Aug. 31	633 (438)	13.9 (9.6)	4.79 (4.29)
Eng. China Clays	Sept. 30	30,480 (24,470)	10.0 (8.6)	3.354 (2.439)
Hickson & Welch	Sept. 30	10,135 (7,918)	13.0 (88.0)	10.377 (8.29)
Kenning Motor	Sept. 30	7,063 (4,780)	12.8 (8.9)	4.15 (3.71)
Leys Foodstuffs	Sept. 30	1,078 (5,102)	7.1 (12.7)	4.9 (3.85)
M. & G. Glens	Sept. 30	1,540 (1,310)	9.5 (8.4)	3.439 (3.82)
McCorquodale	Sept. 30	8,832 (1,046)	43.3 (15.3)	14.23 (12.75)
Midland Inds.	Sept. 30	1,801 (1,388)	6.8 (3.0)	0.988 (0.551)
J. F. Nash	Sept. 30	717 (903)	15.5 (13.3)	5.175 (4.853)
Norfolk Capital	Sept. 30	470 (100)	2.0 (0.5)	0.6 (0.2)
W. J. Pyke	June 30	25 (94)	0.5 (NII)	0.66 (NII)
Reo Sticks	Oct. 2	1,747 (1,254)	3.5 (2.7)	1.027 (0.821)
Satchel & Satchel	Sept. 30	1,250 (980)	15.1 (12.8)	4.13 (3.7)
SGE Group	Sept. 24	8,247 (5,714)	19.9 (12.5)	5.234 (4.704)

* All cash offer. † Cash alternative. ‡ Partial bid. § For capital not already held. || Combined market capitalisation. || Date on which scheme is expected to become operative. ** Based on 12/1/78. †† At suspension. ‡‡ Estimated. §§ Shares and cash. ¶ Based on 13/1/78.

Offers for sale, placings and introductions

Metropolitan Borough of Tameside: £7m. of 10p per cent. Redeemable stock 1984-85 at £99.25 per cent.

Metropolitan Borough of Tameside: £3m. of Variable Rate Redeemable stock 1983 at £99.75 per cent.

Tap Stock: £800m. of 10p per cent. Exchequer stock 1995 at £95 per cent.

Rights Issue

Manchester Garages: Two-for-three at 21p each.

Scrip Issue

Hicksons and Welch (Holdings): Two-for-one.

(Figures in parentheses are for corresponding period.)

* Adjusted for any intervening scrip issue. † For 25 weeks throughout. ‡ For 53 weeks. § For 52 weeks. || For 11 months. ¶ For one year. b Includes second interim of 0.565p. L Loss.

INTERIM STATEMENTS

Company	Half-year to	Pre-tax profit (£000)	Interim dividends* per share (p)
Abbey	Oct. 31	924 (472)	0.513 (0.458)
AGB Research	Oct. 31	533 (380)	1.1 (1.2)
Astra Ind.	Oct. 31	411 (369)	0.303 (0.225)
D. F. Bevan	Sept. 30	29 (35)	NII (NII)
British Benzol	Sept. 30	253 (581)	NII (0.83)
Brown & Tawse	Sept. 30	1,622 (1,330)	1.179 (1.072)
Butterfield-Harvey	Sept. 30	1,140 (880)	1.125 (1.0)
ERE Holdings	Oct. 13	1,537 (828)	2.475 (0.84)
Gordon & Gotch	Sept. 30	508 (362)	2.64 (1.192)
Halma	Sept. 30	404 (170)	1.12 (0.36)
Hogg Robinson	Sept. 30	3,290 (2,360)	3.365 (3.25)
Hals	Sept. 30	445 (259)	0.833 (0.84)
James Stroud	Sept. 30	1,168 (918)	1.6 (1.16)
Latras Int.	Oct. 31	3,400 (2,570)	0.897 (0.516)
Maneistr. Garages	Nov. 30	399 (268)	0.906 (0.87)
Raybeck	Oct. 29	2,760 (2,200)	1.01 (0.81)
Reardon Smith	Sept. 30	5,810 (2,770)	NII (0.81)
RFD Group	Sept. 30	1,454 (1,446)	0.6 (0.45)
Scottish & Newcastle	Oct. 30	22,103 (20,492)	1.25 (1.2)
Strand Ind.	Sept. 30	20 (25)	0.5 (—)
Symonds Eng.	Sept. 30	92 (104)	0.425 (0.375)

(Figures in parentheses are for corresponding period.)

* Adjusted for any intervening scrip issue. † For 25 weeks throughout. ‡ For 53 weeks. § For 52 weeks. || For 11 months. ¶ For one year. b Includes second interim of 0.565p. L Loss.

Tussaud's forecasts over £2m.

—ATV offer unrealistic

BY CHRISTINE MOIR

The Board of Madame Tussaud's, which is the subject of takeover bids from Associated Television and S. Pearson and Son, yesterday forecast pre-tax profits of £2.1m. for the current year, compared with an estimated £1.5m. for the year just passed and £1.2m. in 1976.

Shareholders are also promised a further 30 per cent. increase in the dividend this year, in addition to the two-and-a-half times increase already in the pipeline for 1977. Gross dividend in 1976 amounted to 1.5p per share. For 1977 this rises to 5.712p and in 1978 it will be 8.33p.

The forecasts are contained in a document which strongly rejects the £12m. bid from ATV (worth either 55p per share in cash or around 60p in a mixture of cash and shares) as totally "unrealistic."

Tussaud's directors claim that the offer "falls to value the high quality of Madame Tussaud's profits and ignores future growth."

Holders are also warned that the shares being offered by ATV do not carry voting rights and specifically exclude ATV's next interim dividend. The offer would also prevent Tussaud's shareholders from obtaining the final dividend from Tussaud's. Together this would result in shareholders losing "82 per cent of their dividend, for 1977," the directors claim.

The document also claims that a merger with ATV makes "no commercial or financial sense." "ATV's progress is due largely to its remarkable 71-year-old chairman, Lord Grade, with his flair

in the high-risk world of film, theatre and commercial television, where short-term priorities, heavy promotional spending and individual showmanship count so highly."

"ATV's Midlands television franchise, presently contributing a vital proportion of the company's profits, expires in July next year and already local bodies have started to campaign against the renewal of the franchise in its present form."

By comparison Tussaud's profits are described as stemming from decades of gradual growth. The profit forecast for the current year—which is only 13 days old at present—is based on a number of assumptions which have won the support of Tussaud's consulting accountants, Peat Marwick Mitchell, and its merchant bank advisers, Brown Shipley.

They do not include any estimate of increased admissions at the main exhibition hall in Baker Street in London, despite a forecast 8 per cent. upturn in the number of visitors to Britain this year recently published by the British Tourist Authority.

However, included is a full year contribution from the Lasium (opened last June in the Planetarium), and from Tolgus Tin Mine, which is a small increase in admissions or both Woolsey Hole and the Amsterdam centre.

A disproportionate increase in profits contribution from Amsterdam is also foreseen resulting from the completion of a major depreciation programme. There will also be benefits from its 71-year-old chairman, Lord Grade, with his flair

for the acquisition of new acquisitions but no contribution from these has been included in the figures.

INTERSTATE UTD.
Interstate United Corp., which is 77 per cent owned by Hanson Industries Inc., says that Hanson has requested it should hold a shareholders meeting by the end of March to consider Hanson's acquisition of the remaining equity interest in Interstate.

It was announced in November, 1977, that Hanson was to make an agreed offer in the minority shares of \$10 cash a share.

ESPERANZA
Esperanza Trade and Transport has acquired minority interests in two of its subsidiaries, Graham Miller and Company (Sydney) Pty. and Graham Miller and Co. (Aust.) Pty., both of which are engaged in loss adjusting, for approximately £22,800.

In connection with the acquisition, Esperanza has issued 21,828 shares, all of which have been placed.

ALDUS
Collie and Co. has acquired 134,000 Ordinary shares in Aldus, bringing its holding up to 28.75 per cent of the Ordinary capital.

Schlesinger Preference & Gilt Trust

FIRST PUBLIC OFFER

Many private investors choose to place a proportion of their portfolio into fixed interest investments which have the benefit of providing a high predictable income, and are likely to have less risk and be less volatile than equities. The Schlesinger Preference & Gilt Trust provides a well-spread and efficiently managed vehicle for this purpose.

High-income—low volatility

By investing only in preference shares and British Government Securities (Gilts), the managers are able to obtain higher levels of income than could be expected from a managed portfolio of equities. Whilst equities would provide greater opportunities for growth than fixed interest stocks, the latter are likely to be less volatile. The proportion in preference shares and Gilts will be varied at the managers' discretion.

Schlesinger also expect a useful degree of capital appreciation from this trust, as long term interest rates continue to fall.

Investment in Gilts

Under current legislation, most interest received in an authorised unit trust from gilt-edged securities is subject to corporation tax which is disadvantageous to unit holders when compared with direct investment in gilt securities.

For this reason initially some 80% of the fund will be invested in preference shares, and 20% in Gilts, at which level Schlesinger estimate any disadvantage will be minimal. Should the legislation be changed, the fund will be invested entirely in Gilts (see General Information).

Schlesinger's PIMS service

Investors of £2,500 or more will receive the Schlesinger Personal Investment Management Service (PIMS) which includes regular investment reports and invitations to meet the investment managers.

Your investment should be regarded as long term. Remember that the price of units and the income from them may go down as well as up.

Schlesinger's specialists in the management of private institutional and pension funds.

To: Schlesinger Trust Managers Ltd., 140 South Street, Dorking, Surrey. Weekend and Evening Telephone 0300 36647

I wish to invest £

In the Schlesinger Preference and Gilt Trust (minimum £200) at the fixed price of 25p.

I wish to have my dividends reinvested

I would like further information, including details of Share Exchange

A cheque is enclosed in remittance, made payable to Midland Bank Limited.

11% paid quarterly

In order to help investors plan their income, the distributions will be paid quarterly on the 30th of April, July, October and January, starting July 1978. The table shows the approximate level of income (net of 34% basic rate tax) you would expect to receive every three months, based on the estimated gross yield of 11% on the fixed offer price of 25p.

Initial investment	Annual gross income	Yoursnet cheque every 3 months
£5000	£550	£90
£2500	£275	£45
£1000	£110	£18
£500	£55	£9

The distribution rates have been carefully selected to complement those of the all-equity Schlesinger Extra Income Trust. By investing equally between these two funds, shareholders can obtain eight evenly spaced and approximately equal distributions per annum.

An initial offer

Units are on offer at the fixed price of 25p. For investments received by January 19, 1978, which time units will be available at the price quoted in the daily press.

General Information
In the event of a change in taxation which would remove the disadvantageous treatment of unit income, it is intended that the whole of the portfolio will be transferred to the Schlesinger Extra Income Trust. Such a change would be made only in the interests of the unit holders. It would not be disadvantageous to unit holders and the Trust would continue to operate. The income of the Trust would also be charged to "Schlesinger Extra Income Trust". To invest, see the prospectus. Applications will be accepted until the end of January 1978. To sell units, see the prospectus. The minimum investment in the Fund is £500. The Unit Price and yield are published daily in the Financial Times. To sell units, simply return your certificate appropriately endorsed on the back—payment is normally made on the day of sale.

ADVERTISEMENTS
C1 PC

WALL STREET + OVERSEAS MARKETS + LATEST PRICES

Early rally in sluggish trading OVERSEAS SHARE INFORMATION

BY OUR WALL STREET CORRESPONDENT

STOCKS STRUGGLED to hold an early rally on Wall Street today, as trading moved along at a sluggish pace.

By 1 p.m. the Dow Jones Industrial Average was up another 1.74 at 779.39, reducing its loss on the week to 13.60, while the NYSE All Common Index, at 349.72, gained 0.25.

Closing prices and market reports were not available for this edition.

12 cents on the day but was still off 92 cents on the week. Rises outnumbered falls by a seven-to-four majority, while the trading volume dropped by 4.6m. shares to 1.31m compared with 1 p.m. yesterday.

A stronger dollar in Europe contributed to an early rise in the stock market, but the mood was

cautious following President Carter's prediction yesterday that interest rates would not drop substantially until the dollar problem is solved, and that would not happen until an Energy Bill is passed.

THE AMERICAN SE Market
Value index rose 0.33 to 120.79, while the volume decreased 213,000 shares to 970,490 shares. Syntax was active, up \$1 to \$19.

Tidewater jumped \$2 to \$201 and Martell gained \$1 to \$8.

Among the active issues, Kennecott Copper rose \$1 to \$243 and General Motors \$1 to \$33, while Occidental Petroleum eased \$1 to \$201.

OTHER MARKETS

Canada firmer

Canadian Stock Markets turned firmer in moderate trading yesterday morning, with the Toronto Composite Index up 1.7 to 1,007.3. The Oil and Gas Index rose 0.7 to 1,338.4. Metals and Minerals 0.5 to 333.3. Banks 0.2 to 228.49 and Papers 0.31 to 92.28. But Golds lost 0.5 to 139.49 and Utilities 0.17 to 160.48.

PAKISTAN—Firm, reflecting calmer conditions on Foreign Exchange

Markets and also French political developments. L'Oreal gained Fr.27 to 515 before trading was suspended because of an influx of buying orders.

Foreign shares irregular, although U.S. and Oils were mostly steady.

BRUSSELS—Belgian shares lower in quiet trading. In Foreign issues, U.K. issues were active, while Dutch, American and French shares rose. Gold Mines fell.

AMSTERDAM—Mixed with a firmer bias following recovery of dollar and overnight rally on Wall Street.

Dutch Internationals firmed except for Unilever, which lost Fl.140.

Firm shares included most Shipings. **GERMANY**—Firm following dollar recovery, while purchases by Foreign investors and some larger domestic institutions made for lively trading.

Bank sector rose, with Bayernhype up DM7, BfL Bank DM6.10 and Commerzbank DM3.90.

SWITZERLAND—Firm in moderate trading. Insurance shares unchanged, leading Industrials generally firmer.

Domestic Bonds advanced and Foreign Bonds higher. Foreign sector moderately active. Dollar stocks slightly

NEW YORK, Jan. 13.

higher. Dutch Internationals narrowly mixed. German steady. **SPAIN**—Recent selling pressure receded and most shares showed little change in light trading.

MILAN—Markets closed at day's lows in this trading.

All leading Industrials depressed, and Banks and Insurance lost ground. Financials, however, mixed.

AUSTRIA—Shares narrowly mixed. OSLO—Banking, Insurance and Shipings quiet. Industrials slightly firmer.

COPENHAGEN—Lower in active trading, with Industrials firm spots were up in this trading.

VIENNA—Quietly steady. Construction shares mixed.

HONG KONG—Mixed close, after recovering from lows on local and U.K. buying.

China Light eased 20 cents to HK\$19.30, following a 20 cents interim dividend.

JOHANNESBURG—Golds generally declined in quiet dealings. "Heavyweight" losses ranged to 100 shares up to 50 cents down.

AUSTRALIA—Firm in moderate trading, while advanced developments in the U.S. dollar.

Bank of NSW shed 6 cents to \$3.50.

NEW ZEALAND—Shares advanced 40 cents to \$11.50 and Thies gained 2 cents to \$1.52.

THURSDAY'S ACTIVE STOCKS

Stocks	Close	Change
Bank	336.10	-1
Weyerhaeuser	44.10	-1
Southern	23.30	+1
General Motors	33.00	+1
Gen. Tel. and Elec.	212.00	+1
United Fruit	207.00	-1
United Oil	191.00	-1
British Petroleum	191.00	-1
Exxon	190.00	-1
Georgia Pacific	182.00	-1

Indices

NEW YORK—DOW JONES

	Jan. 12	Jan. 11	Jan. 10	Jan. 9	Jan. 8	Jan. 7	High	Low	High	Low
Industrial	778.15	775.90	771.55	764.56	759.48	804.82	779.75	775.90	1051.70	41.22
Finance	89.70	88.85	88.10	86.15	85.82	86.78	89.70	88.10	111.75	21.32
Transport	207.64	205.50	205.74	208.81	210.17	215.87	207.64	205.50	278.98	15.25
Utilities	105.46	105.33	107.04	107.50	105.34	110.52	105.46	105.33	118.67	15.25
Trading vol.	123,770	122,800	123,100	127,330	126,100	125,570				

* Basis of index changed from August 24.

Int. div. yield % 5.80 5.53 5.54 4.16

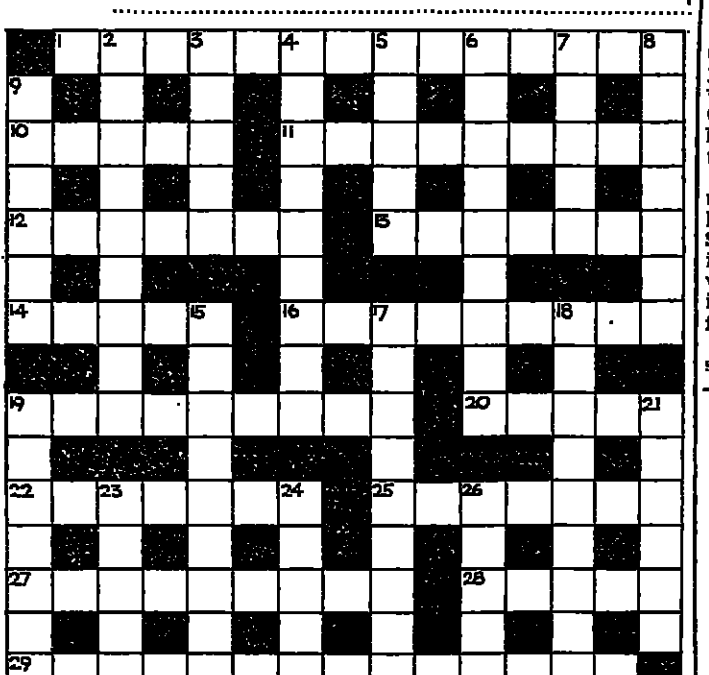
STANDARD AND POORS

	Jan. 12	Jan. 11	Jan. 10	Jan. 9	Jan. 8	Jan. 7	High	Low	High	Low
Industrial	98.88	98.75	98.27	98.86	100.90	101.57	98.88	98.75	114.44	6.52
Composite	98.82	98.74	98.17	98.59	101.82	102.74	98.82	98.74	115.45	4.40
Int. div. yield %	5.18	4.96	4.90	5.00	5.77					
Int. div. yield %	8.65	9.01	9.13	11.21						
Long term bond yield	8.19	8.04	8.08	5.81						

F.T. CROSSWORD PUZZLE No. 3567

A prize of £5 will be given to each of the senders of the first three correct solutions opened next Thursday, marked Crossword in the top left-hand corner of the envelope, and addressed to the Financial Times, 10 Cannon Street, London, EC4A 3DF. Winners and solution will be given next Saturday.

Name _____ Address _____



- ACROSS**
- Beneficial to free wastrel (4,5,7)
 - Week beginning by cad taken by driver (5)
 - Highland dance part of Ireland has to throw as a challenge (5, 4)
 - Silly talk makes piano shake (7)
 - 13 Socialist leader takes petition to pest control operator (7)
 - Go in for winter sport with two small females in boat (5)
 - Armed request for handy elevating (5,3)
 - Something to chew for £500 head (3)
 - Nick is not going to church (5)
 - Has tried very hard by the way and split (7)
 - Dodging the return of number one rescue (7)
 - Language for all peers on at something different (9)
 - Dip with Balman (5)
 - Head of orderly house infringing Sex Equality Act? (6, 8)
- DOWN**
- Theatrical performance at Lancing (8)
 - Pottery from abroad led up to this paper (5)
 - Going to mature during slack time (3, 6)
 - Slain unnaturally by spikes (5)

SOLUTION AND WINNERS OF PUZZLE No. 3561

Following are the winners of last Saturday's prize puzzle:

Mr. L. J. B. Callander, 6, Manors Road, Kingston-upon-Thames, Surrey.

Mrs. T. McGuffie, 46, Woodend Road, Alloway, Ayrshire, Scotland.

RACING BY DOMINIC WIGAN

Early Spring can win Blue Circle chase

IN SPITE of the strong claims of Arctic Heir's up-and-coming young stable mate Artifice in today's Blue Circle Cement Chase at Ascot, I believe that Early Spring could be the one to have to beat.

Mr. John Rogers's powerfully made bay gelding, who hit his stride in Sandown and Kempton, has been in particularly fine heart of late, with only the occasional error in jumping marring his performances.

It was one such error, at the second from home, which prevented

open ditch, the prize was his barring a fall a long way from home.

At the line, the Marlborough eight-year-old had 30 lengths to spare over Party Line, to whom he was giving almost a stone, with Mental another length-and-a-half back in third place.

If he can reproduce that Kempton form over today's slightly stiffer fences Early Spring will probably prove up to giving 4 lbs to the comparatively inexperienced Artifice, who would not feel sure in being coped with Snow Flyer here last month had that seven-year-old been at his peak.

Incidentally, it is sad to relate that the Uplands gelding rated so highly by Fred Winter and a number of other astute judges is still a long way from being back in racing trim, and it must be doubtful whether we shall see him in action again this season.

In a fascinating race for the Philip Cornes hurdle qualifier, the possibly overrated Belafas was likely to give best to the Irish challenger Tunburz.

At Newcastle, where the threat of abandonment due to frost has faded, Netherton should continue on his winning ways.

ASCOT
1.00—Double Bluff
2.10—Early Spring***
3.10—Stronach
4.10—Summer Dance
5.10—Trainers Seat

NEWCASTLE
1.15—Alverton
1.45—Netherton
2.15—Rambling Jack
2.45—Broughall
3.15—Carriage Prince*

vented Early Spring from giving 5 lb to Young Arthur in a four-runner handicap over today's two-mile course and distance a week before Christmas.

Going particularly strongly, Bob Turner's striking bay forfeited the advantage at that jump and although he got back into top gear on the run in from the last, the gelding proved too much and he was beaten by a couple of lengths.

Early Spring again made mistakes when taking on four opponents for the Ladbrokes punishment advocate (8).

However, his errors were minor ones, and with Persian Camp an absentee from the first

SPAIN
Banco Bilbao 272
Banco Atlántico 266
Banco Central 246
Banco Exterior 246
Banco Hispano 246
Banco de España 246
Banco de Valencia 246
Banco de Barcelona 246
Banco de Madrid 246
Banco de Sevilla 246
Banco de Zamora 246
Banco de Salamanca 246
Banco de Orense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246
Banco de Val do Dubra 246
Banco de Ourense 246
Banco de Lugo 246
Banco de Pontevedra 246
Banco de A Coruña 246
Banco de Vigo 246
Banco de Ferrol 246
Banco de La Coruña 246
Banco de Santiago 246
Banco de Compostela 246
Banco de Tui 246
Banco de Ribadavia 246

ICI petrochemical Board posts

Two appointments have been made to the Board of Directors of the ICI petrochemicals division of IMPERIAL CHEMICALS INDUSTRIES from January 1. They are Mr. R. W. Mark, works manager, Odeon Works, Wilton, and Mr. M. E. Wilson, marketing manager, hydrocarbons, who became technical and planning resource director and marketing director hydrocarbons and fibres respectively. Mr. Clark joined ICI in 1960 and Mr. Wilson has been with the group since 1958.

Captain S. A. C. Cassels is to be promoted Rear-Admiral on July 7 and is to be Assistant Chief of Naval Staff (Operational Requirements) in succession to Vice-Admiral S. F. Berthon next month, the acting rank of Rear-Admiral.

Mr. Stuart Watson has been made executive director of the INSTITUTE OF DIRECTORS, has been appointed Mr. P. B. Watson as senior manager (international) and Mr. D. Parker as senior manager (international).

Mr. C. M. Thomas has been appointed director of WARWICK ENGINEERING BUILDING, in addition to his posts as divisional chairman of the marine engineering division and director of Johnson Progress.

Mr. P. A. F. Ashworth has been elected president of the SOCIETY OF DIRECTORS, succeeding Mr. Alfred Schofield, who has been president for the past two years. Mr. J. M. Carr has become vice-president.

Mr. Peter Edwards has been appointed to the Board of LAKE AND ELLIOT. He was formerly director of Dunford and manager of director of Dunford Haddfield and Brown Bailey Steels.

Mr. John Hensman has been appointed general manager for the U.K. at ROYAL INSURANCE. Mr. J. H. Hogg, Mr. F. B. Hughes and Mr. C. W. Nunn are to be deputy overseas managers from March 1.

Mr. J. H. Bardick has retired from the Board of the GLENLIVEST DISTILLERS.

Mr. J. R. Angus and Mr. L. P. Kelly have been appointed executives.

appointed general manager of the PRINCIPALITY BUILDING SOCIETY on the retirement of Mr. Leonard Boyle.

Mr. Jim Quinlan, western regional manager of MARPLES RIDGWAY BUILDING, has joined the Board.

Mr. Harry van Daele, marketing director of Grants of St. James's Services, has been appointed deputy chief executive of GRANTS OF ST. JAMES'S. Mr. Owen Hunt will be retiring as chief executive of Grants of St. James's in September.

Dr. W. E. Duckworth has been elected a non-executive director of RICHARDSON AND CO. ENGINEERS (1927). He is managing director of the Fulmer Research Institute.

Mr. John Nettleton has been appointed financial director of WATSON.

Mr. T. J. Keanon has been made chief executive of the ARAB AND MORGAN GREENFELL FINANCE COMPANY and Mr. Haydar A. K. Al-Uzri has become manager. Other appointments as manager are Miss J. Buchanan, Eurocurrency Loan Syndication; Mr. M. J. Butler and Mr. P. M. Davies, Eurobond Department; and Mr. M. G. Lethbridge, project finance.

Mr. Frank A. Lewis has been appointed commercial director, generation development and construction division, of the CENTRAL ELECTRICITY GENERATING BOARD in succession to Mr. Leslie Miles, who retires in June.

Mr. F. E. Goosy has become assistant general manager for the U.K. at ROYAL INSURANCE. Mr. J. H. Hogg, Mr. F. B. Hughes and Mr. C. W. Nunn are to be deputy overseas managers from March 1.

Mr. J. H. Bardick has retired from the Board of the GLENLIVEST DISTILLERS.

Mr. J. R. Angus and Mr. L. P. Kelly have been appointed executives.

two directors of ANDRY MONTGOMERY

Sir John Hahakuk and Professor Gerald Aymer have been appointed members of the ROYAL COMMISSION ON HISTORICAL MANUSCRIPTS.

The Prime Minister has appointed Professor Valerie Pearl as a governor of the MUSEUM OF LONDON in succession to the Viscount Esher, who has retired. Professor Pearl has been a member of the History of London, University College, London, since 1968.

Mr. K. A. B. Jackson has retired as managing director and chief executive of INCPAL PLATINUM and Mr. R. C. Bovell has become managing director. Mr. I. T. Greig continues as chairman and is now chief executive of the Union Corporation Group.

Mr. C. F. Taylor has retired as chairman of C. F. TAYLOR (HOLDINGS) and has become president. He remains a director of the Weir Group. Mr. R. F. D. Read, deputy chairman and chief executive of ELECTRICAL AND INDUSTRIAL SECURITIES, has been made chairman of C. F. Taylor (Holdings) and Mr. Gordon Dupree is managing director of that company. The changes follow the acquisition of C. F. Taylor by Electrical and Industrial.

Mr. John Walford has been appointed manufacturing director at the Leamington Automotive Division of AUTOMOTIVE PRODUCTS and Mr. E. L. Jones has become original equipment sales director at Leamington.

Mr. N. R. Collins has been appointed a member of the COUNTRYSIDE COMMISSION for three years.

Mr. S. D. Light has been appointed a Civil Service Commissioner in succession to Mr. D. G. Daymond as Commissioner in general recruitment policy. Mr. Daymond is to succeed Mr. G. R. East as chairman of the Final Selection Board when Mr. East retires on February 17.

Mr. P. G. M. Truifens has been appointed financial controller and secretary of WORLD-WIDE ASSURANCE.

Mr. Tom Agnew has been appointed technical executive of LOW AND BONAR U.K. Packaging Division. He also joins the Board of member company, Bibby and Barton.

Mr. Peter Gibbs has been appointed director of marketing of QUAKER OATS. He was previously with Carnation Foods.

Sir Robin Gillett, having completed his term of office as Lord Mayor of London, has returned to the Wigham Poland Group and been appointed to the Board of WIGHAM POLAND. Mr. Peter Minor is also joining the Board of that company and Mr. Richard Brett has been made a director of Wigham Poland U.K.

Mr. G. H. J. Robinson, recently

retired chairman of Gillette Industries, has been elected president of the INSTITUTION OF WORKS MANAGERS. He succeeded William Harrison, who has been appointed chairman of the Post Office.

The Earl of Crawford and Balcarres has been appointed to the Board of SCOTTISH AMERICAN INVESTMENT COMPANY.

SGR GROUP has appointed Mr. Hamish Lorimer as managing director of SGR Dabai in Saudi Arabia. He was formerly managing director of SGR's subsidiary in the Republic of Ireland.

Mr. J. V. Bedford has been appointed to the Board of MINTEX as engineering director.

Mr. L. T. Tebedo has been appointed president and general manager of the RAMSEY CORPORATION of TRW in the U.S. from March 1. Mr. J. J. McClellan has become managing director of TRW Valves in the U.K., a position previously held by Mr. Tebedo.

Mr. F. D. Stoneman, chief accountant of MILLETS OF BRISTOL (HOLDINGS), has been appointed financial director.

The Secretary for Social Services has appointed Mr. George Blunden as chairman of ST. PETER'S HOSPITALS in place of the late Mr. J. J. McClellan. Mr. Blunden is an executive director of the Bank of England.

Mr. Peter Gibbs has been appointed director of marketing of QUAKER OATS. He was previously with Carnation Foods.

Sir Robin Gillett, having completed his term of office as Lord Mayor of London, has returned to the Wigham Poland Group and been appointed to the Board of WIGHAM POLAND. Mr. Peter Minor is also joining the Board of that company and Mr. Richard Brett has been made a director of Wigham Poland U.K.

Mr. P. G. M. Truifens has been appointed financial controller and secretary of WORLD-WIDE ASSURANCE.

Mr. Tom Agnew has been appointed technical executive of LOW AND BONAR U.K. Packaging Division. He also joins the Board of member company, Bibby and Barton.

Mr. Peter Gibbs has been appointed director of marketing of QUAKER OATS. He was previously with Carnation Foods.

Sir Robin Gillett, having completed his term of office as Lord Mayor of London, has returned to the Wigham Poland Group and been appointed to the Board of WIGHAM POLAND. Mr. Peter Minor is also joining the Board of that company and Mr. Richard Brett has been made a director of Wigham Poland U.K.

Mr. P. G. M. Truifens has been appointed financial controller and secretary of WORLD-WIDE ASSURANCE.

Mr. Tom Agnew has been appointed technical executive of LOW AND BONAR U.K. Packaging Division. He also joins the Board of member company, Bibby and Barton.

Mr. Peter Gibbs has been appointed director of marketing of QUAKER OATS. He was previously with Carnation Foods.

Sir Robin Gillett, having completed his term of office as Lord Mayor of London, has returned to the Wigham Poland Group and been appointed to the Board of WIGHAM POLAND. Mr. Peter Minor is also joining the Board of that company and Mr. Richard Brett has been made a director of Wigham Poland U.K.

Mr. P. G. M. Truifens has been appointed financial controller and secretary of WORLD-WIDE ASSURANCE.

Mr. Tom Agnew has been appointed technical executive of LOW AND BONAR U.K. Packaging Division. He also joins the Board of member company, Bibby and Barton.

Mr. Peter Gibbs has been appointed director of marketing of QUAKER OATS. He was previously with Carnation Foods.

Sir Robin Gillett, having completed his term of office as Lord Mayor of London, has returned to the Wigham Poland Group and been appointed to the Board of WIGHAM POLAND. Mr. Peter Minor is also joining the Board of that company and Mr. Richard Brett has been made a director of Wigham Poland U.K.

Mr. P. G. M. Truifens has been appointed financial controller and secretary of WORLD-WIDE ASSURANCE.

Mr. Tom Agnew has been appointed technical executive of LOW AND BONAR U.K. Packaging Division. He also joins the Board of member company, Bibby and Barton.

Mr. Peter Gibbs has been appointed director of marketing of QUAKER OATS. He was previously with Carnation Foods.

Sir Robin Gillett, having completed his term of office as Lord Mayor of London, has returned to the Wigham Poland Group and been appointed to the Board of WIGHAM POLAND. Mr. Peter Minor is also joining the Board of that company and Mr. Richard Brett has been made a director of Wigham Poland U.K.

Write-down of Amax African mine assets

BY KENNETH MARSTON, MINING EDITOR

THE MAJOR U.S. mining house, Amax, has written down heavily its investments in Botswana and the Zambia Copperbelt by the depression in nickel and copper markets.

A net charge of \$51m, or \$250 per share, has been approved against Amax's 1977 earnings. It is pointed out that the write-down does not affect the Amax cash flow and the group is declaring an unchanged quarterly dividend of 43¢.

The write-down includes the group's investment in the ill-fated Botswana RST copper-nickel venture's equity and subordinated debentures of \$91.7m at December 31 last. Amax's investment in the Zambia Consolidated Mines will be lowered from \$34.9m to \$4.3m, its quoted market value at year-end.

However, Amax intends to continue to make "significant" cash advances to the struggling Botswana RST if the project's future needs are not provided for by improved market conditions. It is believed that these advances will be recoverable as market conditions for nickel and copper strengthen in the future.

Amax has an equity stake in Botswana RST of 23.8 per cent, the other major shareholder is the Anglo American Charter with a similar percentage. Botswana RST is now awaiting a financial restructuring of the operating company which is losing money at the current level of metal prices, but a revival in copper demand would soon be translated into good profits.

The Zambia Government holds 51 per cent of Roan Don, a subsidiary of Amax, which has since been bedevilled by both technical and financial problems. It has been limping along with the aid of loans from the

investments.

The Zambia Government holds 51 per cent of Roan Don, a subsidiary of Amax, which has since been bedevilled by both technical and financial problems. It has been limping along with the aid of loans from the

investments.

The Zambia Government holds 51 per cent of Roan Don, a subsidiary of Amax, which has since been bedevilled by both technical and financial problems. It has been limping along with the aid of loans from the

investments.

The Zambia Government holds 51 per cent of Roan Don, a subsidiary of Amax, which has since been bedevilled by both technical and financial problems. It has been limping along with the aid of loans from the

investments.

The Zambia Government holds 51 per cent of Roan Don, a subsidiary of Amax, which has since been bedevilled by both technical and financial problems. It has been limping along with the aid of loans from the

investments.

The Zambia Government holds 51 per cent of Roan Don, a subsidiary of Amax, which has since been bedevilled by both technical and financial problems. It has been limping along with the aid of loans from the

investments.

The Zambia Government holds 51 per cent of Roan Don, a subsidiary of Amax, which has since been bedevilled by both technical and financial problems. It has been limping along with the aid of loans from the

investments.

The Zambia Government holds 51 per cent of Roan Don, a subsidiary of Amax, which has since been bedevilled by both technical and financial problems. It has been limping along with the aid of loans from the

investments.

The Zambia Government holds 51 per cent of Roan Don, a subsidiary of Amax, which has since been bedevilled by both technical and financial problems. It has been limping along with the aid of loans from the

investments.

The Zambia Government holds 51 per cent of Roan Don, a subsidiary of Amax, which has since been bedevilled by both technical and financial problems. It has been limping along with the aid of loans from the

investments.

The Zambia Government holds 51 per cent of Roan Don, a subsidiary of Amax, which has since been bedevilled by both technical and financial problems. It has been limping along with the aid of loans from the

investments.

The Zambia Government holds 51 per cent of Roan Don, a subsidiary of Amax, which has since been bedevilled by both technical and financial problems. It has been limping along with the aid of loans from the

investments.

The Zambia Government holds 51 per cent of Roan Don, a subsidiary of Amax, which has since been bedevilled by both technical and financial problems. It has been limping along with the aid of loans from the

Sun Life of Canada compromise signs

By Robert Gibbons

MONTREAL, Jan. 13. THE SUN Life Assurance Company of Canada will hold another board meeting on its decision to move headquarters from Montreal to Toronto, Federal Finance Minister, Jean Chretien, declared today in Ottawa. He said that the company had agreed to this after meetings with himself and Prime Minister Pierre Trudeau.

"I have good reason to be optimistic that the damage to the city of Montreal and the province of Quebec will be minimised," Mr. Chretien said in a statement.

He added that the new Sun Life board meeting would be followed by a company statement as to any change in its decision to move to Toronto.

This was the first concrete sign that a compromise may be reached on the Sun Life's controversial decision made at a board meeting last Friday.

Quebec Premier Rene Levesque, in his first public comment on the Sun Life Assurance Company of Canada's projected move from Montreal to Toronto, said quite clearly that while the Government did not want the Sun Life or any other company headquarters to move from Montreal, "it would not go down in its knives."

In a generally restrained comment he said the company showed "a sad lack of courage" in proposing to hold its policyholders' meeting in Toronto on January 27 and in failing to warn the government of its intentions.

He said the decision to move was "politically motivated" and the company was opposed to the French fact in Quebec. Sun Life had never shown any effort to find out what the new head office regulations would be under Bill 101, the French Language Charter.

Sharp rise in profit at Source Perrier

SOURCE PERRIER S.A., the French mineral water concern, has posted a net profit of Frs.37m for the financial year to September 30—sharply up from net earnings of Frs.13.86m, in the previous year, AP-JD reports.

The company said that it is to propose to shareholders the distribution of a Frs.5 net dividend, more than double the Frs.2.50 net paid for 1975-76.

Rumasa fined by Ministry of Commerce

By Robert Graham

MADRID, Jan. 13. THE MINISTRY OF Commerce has confirmed fines totalling Ptas16m imposed on two subsidiaries of Spain's largest private holding company, Rumasa, for alleged failure to repatriate export earnings from sherry sales.

The decision to fine the two subsidiaries was made by the Tribunal de lo Contencioso Administrativo, one of the largest known trading sanctions imposed by the Spanish Government.

Confirmation of the fines was published in the official bulletin today and relates to Palomares, Vergara and Zolito Rumasa S.A. and Rumasa S.A. respectively. The fines have been Ptas2.45m and Ptas7.65m respectively. In the case of the former the fine relates to failure to repatriate earnings on five export licences and for the latter a similar failure on export licences.

The alleged offences relate to sherry shipments made in 1974 mainly to the Netherlands and West Germany. When the possibility of a fine emerged last October, Rumasa publicly denied any allegations of misconduct.

Two weeks ago, Rumasa's chairman and founder, Sr. Jose Maria Ruiz-Mateos, told the Financial Times that he would fight any fine to the highest courts.

Ahold to acquire Borel restaurant chain

BY CHARLES BATCHELOR

AMSTERDAM, Jan. 13. AHOLD, THE holding company for Holland's largest supermarket chain, Albert Heijn, is to take over most of Jacques Borel International's restaurant and hotel chain in Belgium. Ahold's catering division, A.C. Restaurants, has since been bedevilled by both technical and financial problems. It has been limping along with the aid of loans from the

investments.

The Zambia Government holds 51 per cent of Roan Don, a subsidiary of Amax, which has since been bedevilled by both technical and financial problems. It has been limping along with the aid of loans from the

investments.

The Zambia Government holds 51 per cent of Roan Don, a subsidiary of Amax, which has since been bedevilled by both technical and financial problems. It has been limping along with the aid of loans from the

investments.

The Zambia Government holds 51 per cent of Roan Don, a subsidiary of Amax, which has since been bedevilled by both technical and financial problems. It has been limping along with the aid of loans from the

investments.

The Zambia Government holds 51 per cent of Roan Don, a subsidiary of Amax, which has since been bedevilled by both technical and financial problems. It has been limping along with the aid of loans from the

investments.

The Zambia Government holds 51 per cent of Roan Don, a subsidiary of Amax, which has since been bedevilled by both technical and financial problems. It has been limping along with the aid of loans from the

investments.

The Zambia Government holds 51 per cent of Roan Don, a subsidiary of Amax, which has since been bedevilled by both technical and financial problems. It has been limping along with the aid of loans from the

investments.

The Zambia Government holds 51 per cent of Roan Don, a subsidiary of Amax, which has since been bedevilled by both technical and financial problems. It has been limping along with the aid of loans from the

investments.

The Zambia Government holds 51 per cent of Roan Don, a subsidiary of Amax, which has since been bedevilled by both technical and financial problems. It has been limping along with the aid of loans from the

investments.

The Zambia Government holds 51 per cent of Roan Don, a subsidiary of Amax, which has since been bedevilled by both technical and financial problems. It has been limping along with the aid of loans from the

Lykes loss estimate

FINANCIAL TIMES REPORTER

STEELMAKER, Lykes Corporation, which is the subject of a proposed merger with ITV Corporation, has forecast a net loss for 1977 in the range of \$195m, and stated that "present failure to meet the covenants of certain credit agreements could lead to default."

The forecast includes a provision of \$137m for the shutdown of certain facilities in Youngstown, Ohio. The loss for the company's Youngstown Sheet and

Tube subsidiary has been estimated at \$185m. Last November Lykes reported a group loss of \$175.4m for the first nine months of 1977.

The company's plans to merge with ITV, which would produce the fourth largest steel group in the U.S.—was apparently built around the hope that by combining their steel operations the two companies would eventually stop the losses both are making in this field.

STEELMAKER, Lykes Corporation, which is the subject of a proposed merger with ITV Corporation, has forecast a net loss for 1977 in the range of \$195m, and stated that "present failure to meet the covenants of certain credit agreements could lead to default."

The forecast includes a provision of \$137m for the shutdown of certain facilities in Youngstown, Ohio. The loss for the company's Youngstown Sheet and

Tube subsidiary has been estimated at \$185m. Last November Lykes reported a group loss of \$175.4m for the first nine months of 1977.

The company's plans to merge with ITV, which would produce the fourth largest steel group in the U.S.—was apparently built around the hope that by combining their steel operations the two companies would eventually stop the losses both are making in this field.

STEELMAKER, Lykes Corporation, which is the subject of a proposed merger with ITV Corporation, has forecast a net loss for 1977 in the range of \$195m, and stated that "present failure to meet the covenants of certain credit agreements could lead to default."

The forecast includes a provision of \$137m for the shutdown of certain facilities in Youngstown, Ohio. The loss for the company's Youngstown Sheet and

Tube subsidiary has been estimated at \$185m. Last November Lykes reported a group loss of \$175.4m for the first nine months of 1977.

The company's plans to merge with ITV, which would produce the fourth largest steel group in the U.S.—was apparently built around the hope that by combining their steel operations the two companies would eventually stop the losses both are making in this field.

STEELMAKER, Lykes Corporation, which is the subject of a proposed merger with ITV Corporation, has forecast a net loss for 1977 in the range of \$195m, and stated that "present failure to meet the covenants of certain credit agreements could lead to default."

The forecast includes a provision of \$137m for the shutdown of certain facilities in Youngstown, Ohio. The loss for the company's Youngstown Sheet and

Tube subsidiary has been estimated at \$185m. Last November Lykes reported a group loss of \$175.4m for the first nine months of 1977.

The company's plans to merge with ITV, which would produce the fourth largest steel group in the U.S.—was apparently built around the hope that by combining their steel operations the two companies would eventually stop the losses both are making in this field.

STEELMAKER, Lykes Corporation, which is the subject of a proposed merger with ITV Corporation, has forecast a net loss for 1977 in the range of \$195m, and stated that "present failure to meet the covenants of certain credit agreements could lead to default."

The forecast includes a provision of \$137m for the shutdown of certain facilities in Youngstown, Ohio. The loss for the company's Youngstown Sheet and

Tube subsidiary has been estimated at \$185m. Last November Lykes reported a group loss of \$175.4m for the first nine months of 1977.

The First Viking Commodity Trusts

Commodity OFFER 42.5 Trust BID 40.4

Double OFFER 89.0 Option Trust BID 83.0

Commodity & General Management Co Ltd
8 St George's Street
Douglas Isle of Man
Tel: 0624 4382

THE OUTLOOK FOR COMMODITY FUTURES

This monthly investment bulletin gives our view of the likely future performance of the principal commodities. Send for your free copy now

To: Comco Commodities Limited, Bridge House, 181 Queen Victoria Street, London EC4A 4AD. I would like to receive your monthly investment bulletin "The Outlook for Commodity Futures".
Mr/Ms/Miss
Address
Postcode

COMETCO
The Commodity Brokers

COMMODITIES/Review of the week

Malaysian tin stockpile plea

BY OUR COMMODITIES STAFF

ALAYSIA WILL seek a phased programme of releases from the S. strategic stockpile of tin to help fill the expected shortfall of mine production.

Standard grade cash tin reached a peak of nearly £6,500 a tonne at one stage before falling back to £5,305 last night, still \$425 up on the week.

Currency uncertainties remained the dominant influence in the copper market in the absence of any supply-demand developments. There was little consumer demand and cash wirebars closed \$9.25 lower on the week last night at \$661.75 a tonne.

Lead prices fell back yesterday on reports that there was a good chance of a settlement of the new labour contract for workers at the big Asarco lead-zinc plants before the deadline for negotiations expired.

Earlier the prospect of a strike, and reports of more Soviet Union buying, had buoyed up the market.

In contrast, zinc values fell steadily with the cash price losing \$9.5 to \$274 a tonne.

The standing committee of the International Lead and Zinc Study Group is to meet on Monday to review the present zinc market.

It is expected to call for an extraordinary meeting of the full study group council in Geneva to discuss what action should be taken to bring supply closer into line with sluggish demand.

The London cocoa market was quiet though there was no shortage of fundamental news.

On Monday, the U.S. Chocolate Association announced that U.S. cocoa grindings were 43,455 short tons.

That was 27.6 per cent below the figure for the corresponding 1976 period and represented the sharpest year-on-year fall of last year.

The news pushed prices lower briefly, but the downturn was quickly reversed and futures prices finished the day higher.

London dealers said that may have been due to the fact that higher cocoa product imports into the U.S. had partly compensated for the lower grindings. They said the real fall in consumption could be as low as

[illegible]

Authority (telephone number in parentheses)	Annual gross interest payable	Minimum Life of bond	% Yr	Year
Poole (02013 5151)	9½	1-year	£00	4
Poole (02013 5151)	10	1-year	500	5-7
Redbridge (01-478 3020)	10	1-year	300	N-7
Thurrock (0375 5122)	10	1-year	300	4
Thurrock (0375 5122)	10	1-year	300	5-7
Barnley Trust (252) 7584	100	100	250	58
Bosworth Investments Ltd. (252) 58	100	100	250	58
Kentishall Investment Trust (500) 186 41	100	100	250	58
Schroder's Property & Finance Co. (252) 100	100	100	250	58
Schwartz Industrial Investments. (252) 100	100	100	250	58
S. Andrews Trust (252) 1150 14. Sum	100	100	250	58
S. Andrews Trust (252) 1150 14. Sum	100	100	250	58
Save Atty's Super Invest. Tr. 'Cap. (1) 1'	100	100	250	58
Scottish American Invest. (500) 8220 46	100	100	250	58
Scottish American Invest. (500) 8220 46	100	100	250	58
Scottish and Continental Invest. (252) 100	100	100	250	58
Scottish and Mercantile Invest. (252) 100	100	100	250	58
Scott. Invest. (252) 800 10 15 20	100	100	250	58
Scott. Eastern Invest. Tr. (252) 1200	100	100	250	58
Scottish European Invest. (252) 100	100	100	250	58
Sec. Inv. (252) 800 10 15 20	100	100	250	58

	Deposit Rate	Share Amount	Sub'n Shares	Term Shares
Abbey National	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs., min. £500
Alliance	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs., 6.25% 1 yr.
Anglia	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs., min. £500
Birmingham Incorporated...	5.75%	6.00%	7.25%	6.50% 2 yrs., 6.25% 1 yr.
Bradford and Bingley	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs., min. £500
Bristol and West	5.75%	6.00%	7.25%	6.25% 3 months' notice
Bristol Economic	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs., min. £1,000
Britannia	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs.
Burnley	5.75%	6.00%	7.25%	— 6 6.50% over £5,000
Catholic	5.50%	6.20%	7.25%	6.75% 6 months' notice, minimum £500
Chelsea	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs., £500-£15,000
Citizenship and Gloucester	5.75%	6.00%	7.25%	7.25% 3 yrs. over £5,000
Cities Registry	5.75%	6.30%	7.80%	7.25% 3 yrs. increment share, min. £500
City of London	£2.25%	£3.50%	7.45%	7.00% 3 yrs. Cap. Shares 6.50%
Coventry Economic	5.75%	6.00%	7.25%	6.50% 3 months' notice, minimum £500
Derbyshire	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs., £500-£15,000
Gateway	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs., min. £500
Grange	5.75%	6.10%	7.50%	7.00% 3 yrs., 6.50% 2 yrs., min. £500
Guardian	5.75%	6.25%	7.50%	6.50% 3 mths' notice, minimum £1,000
Halifax	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs.
Hastings and Thanet	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 1 1/2 yrs., £250-£15,000
Heart of England	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs., min. £500
Hearts of Oak & Enfield	5.75%	6.25%	7.75%	7.25% 3 yrs., 7.00% 2 yrs., 6.75% 1 yr.
Hendon	6.00%	6.50%	—	7.00% 6 months' notice, minimum £2,000
Huddersfield & Bradford	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs., £100-£15,000
Leamington Spa	5.85%	6.10%	8.04%	6.85% 2 years
Leeds Permanent	5.75%	6.00%	7.25%	—
Leicester	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs., £100-£15,000
Liverpool	5.75%	6.00%	7.50%	7.10% 3 yrs., 6.80% 2 yrs., min. £1,000
London Goldhawk	5.75%	6.25%	7.50%	7.25% 3 yrs., 6.75% 1 yr.
Magnet & Planet	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs., 6.50% 6 mths. not
Melton Mowbray	5.75%	6.00%	7.25%	6.85% 2 years
Midland	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs., min. £250
Mornington	6.00%	6.70%	—	—
National Counties	5.75%	6.30%	7.50%	7.00% 6 months
Nationwide	5.75%	6.00%	7.25%	7.00% 3-4 yrs., min. £500, 6.50% 2 yrs.
Newcastle Permanent	5.75%	6.00%	6.50%	7.30% 3 yrs., 7.00% 2 yrs.
New Cross	6.50%	6.75%	—	—
Northern Rock	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs., min. £100
Norwich	5.75%	6.00%	7.50%	7.00% 2 yrs., minimum £500
Paisley	5.75%	6.00%	6.50%	7.00% 3 yrs., 6.50% 2 yrs., min. £500
Peckham Mutual	6.00%	6.50%	—	—
Portman	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs., 6.25% 3 mths.
Progressive	6.00%	6.25%	7.25%	6.25% 3 yrs., 7% 3 yrs., 6.75% 3 mths. not
Property Owners	£3.75%	6.00%	7.50%	6.50% 3 yrs., 6.00% to limited res.
Prudential	5.75%	6.00%	7.25%	7.00% 3-4 yrs., 6.50% 2 yrs.
Skipton	6.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs.
Sussex Mutual	6.05%	6.35%	8.35%	6.75% 2 months' notice, min. £500
Town and Country	5.25%	6.00%	£10.00%	7.00% 3 yrs., £100-£15,000, & Max. £250
Woolwich	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs.

[illegible][illegible][illegible][illegible]

cent. The minimum accepted bid was \$98.54, compared with \$98.53 last week, and bids at that level were met as to about 15 per cent. The \$300m. bills tendered and allotted attracted bids of £1,108.55m, and all bills offered Treasury bills from the discount houses, and a small number of local authority bills, and also lent a small amount over the weekend, at Minimum Lending Rate, to one or two houses. Banks carried forward run-down foreign exchange market. Discount houses paid at 6½ per cent. for secured call at the start, and closing bids were taken at 3½-6 per cent. Rates in the table below nominal in some cases.

Overnight.....	—	4-5½	—	—	6½-7	5½-6½	—	—
2 days notice.....	—	—	6½ 6½	—	6½ 7	—	—	—
7 days or more.....	—	6½-6½	6½-6½	—	6½-6½	—	—	—
One month.....	6½-6½	6½-6½	6½-6½	7½-6½	6½-6½	6½	6½-6½	—
Two months.....	6½-6½	6½-6½	—	—	—	—	—	—
Three months.....	6½-6½	6½-6½	6½-6½	6½-6½	6½-6½	6½	6½-6½	—
Six months.....	6½-6½	6½-6½	6½-6½	6½-6½	6½-6½	6½	6½-6½	—
One year.....	6½-6½	6½-6½	6½-6½	6½-6½	6½-6½	6½	6½-6½	—
Two years.....	6½-6½	6½-6½	6½-6½	6½-6½	6½-6½	6½	6½-6½	—

64 per cent.
 Approximate selling rate for one-month Treasury bills 51-52 1/2 per cent.; two-month 51 1/4-52 per cent.; and three-
 months 51 1/2-52 1/2 per cent. Approximate selling rate for one-month bank bills 64 per cent.; two-month 61 1/4 per cent.; and three-
 months 62 1/2 per cent. One-month trade bill 64 per cent.; two-month 61 per cent.; and also three-month 62 per cent.
 Finance House Base Rates (published by the Finance Houses Association) 61 per cent. from January 1, 1978. C
 Bank Deposit Rates (for small sums at seven days' notice) 3 per cent. Clearing Bank Rates for lending 64 per
 Treasury Bills: Average tender rates of discount 5.5188 per cent.

		Market Rates		
		Jan. 15	Jan. 14	Chg.
Conditions remained rather confused in the foreign exchange market yesterday, ending a week of almost complete frustration for dealers. Dealing spreads were again very wide for all major currencies, with trading at a low level, particularly in the short term. There was no indication of any intervention by the central banks.				
Sterling opened at \$1.9350-1.9370 in terms of the dollar, and closed at \$1.9350-1.9370. The pound's trade-weighted average rate was quoted at \$1.9350-1.9400, and closed at \$1.9300-1.9350, a rise of 1 cent on the day. The pound's trade-weighted average rate, as calculated by the Bank of England, was unchanged at \$1.9358, after standing at \$1.937				
The dollar's trade-weighted depreciation, as calculated by Norton Guaranty of New York, widened to 1.77 per cent. from 1.64 per cent.				
The West German D-mark touched a new level of DM2.1150 for the dollar, and closed at DM2.1235, compared with DM2.1375 previously. The Swiss franc was also firmer, rising to a high point of Sw.Fr.1.9850, and finishing at Sw.Fr.1.9731, and Madrid's Ptas.1.9850 on Thursday.				
Gold fell \$4 to \$172.173 in quiet trading. The kruggerand's premium over its gold content rose to 3.69 per cent. from 3.39 per cent. for domestic and international delivery.				
New York...	65 1/2	100.00	1.400	1.400
Montreal...	100.00	1.075	1.119	1.119
Amsterdam...	4 1/2	4.85-4.0	4.245	4.245
Brussels...	8 1/2	65.00-55.00	53.25	53.25
Geneva...	100.00	1.075	1.119	1.119
Frankfurt...	5	4.96-4.11	4.11	4.11
London...	16	77.00-75.00	77.00	77.00
Madrid...	100.00	1.075	1.119	1.119
Milan...	11 1/2	1.000-1.225	1.715	1.715
Oulu...	8	3.90-10.00	9.875	9.875
Oslo...	8	3.90-10.00	9.875	9.875
Stockholm...	8	3.97-5.05	5.05	5.05
Tokyo...	414	456-475	456-475	456-475
Zurich...	11 1/2	7.75-5.58	5.58	5.58

Jan. 12	Frankfurt-New York	Paris	Brussels	London	Amst'rm	Zurich	Stockholm
Frankfurt	2,121.55	6,400.47	4,986.105	35.55.55	17,072.20		
New York	68.90-47.10	21.15.25					
Paris	75.05-10		14,518.355	9,745.265	20,500.00	27.5-538.0	
Brussels	104.90	36.97.92	8,977.70	63.25.45	14.5-52.5	16.20-64	
London	126.50		53.30-80				
Amst'rm	126.90	2,777.5822	6,810.25	4,833.85		11.24-27	
Zurich	92.98-36.50	1,916.91	41,904.955	10,003.4719	3,807.4255	35,619.118	
Stockholm							
U.S. & Toronto	150.87-47.10	160.87-47.10	160.87-47.10	160.87-47.10	160.87-47.10	160.87-47.10	160.87-47.10
Canada							

EURO-CURRENCY INTEREST RATES							FORWARD RATES		
Jan. 15	Sterling	Canadian Dollar	U.S. Dollar	Dutch Guilder	Swiss franc	W. German mark		One month	Three months
12 days not term	614-65 1/2	6-7	67 1/2-71	614-51 1/2	1 1/2	2 1/2-7 1/2	New York	0.15-25 cts	0.35-0.45
1 month term	614-65	6-6 3/4	7 1/4	614-51 1/2	1 1/2	2 1/2-7 1/2	Montreal	0.05-0.10	0.20-0.25
3 months term	614-65	6-6 3/4	7 1/4	614-51 1/2	1 1/2	2 1/2-7 1/2	Armed Forces	0.10-0.15	0.30-0.35
6 months term	614-65	6-6 3/4	7 1/4	614-51 1/2	1 1/2	2 1/2-7 1/2	Amsterdam	10-20 cts	0.40-0.45
12 months term	614-65	6-6 3/4	7 1/4	614-51 1/2	1 1/2	2 1/2-7 1/2			

<p>one year 13.13 per cent.</p> <p>Long-term Eurodollar deposits: two years 8.61 per cent, three years 8.61 per cent, four years 8.43 per cent, five years 8.43 per cent.</p> <p>The following rates are for London dollar certificates of deposit:</p> <p>one-month 11.17 per cent, three months 7.56-7.48 per cent, six-month 7.67-7.57 per cent, one-year 7.57-7.95 per cent.</p> <p>* Rates are minimum closing rates.</p> <p>Short-term rates are call for sterling, U.S. dollars and Canadian dollars; two months' notice for guilders and Swiss francs.</p>	<p>one year 13.13 per cent.</p> <p>Long-term Eurodollar deposits: two years 8.61 per cent, three years 8.61 per cent, four years 8.43 per cent, five years 8.43 per cent.</p> <p>The following rates are for London dollar certificates of deposit:</p> <p>one-month 11.17 per cent, three months 7.56-7.48 per cent, six-month 7.67-7.57 per cent, one-year 7.57-7.95 per cent.</p> <p>* Rates are minimum closing rates.</p> <p>Short-term rates are call for sterling, U.S. dollars and Canadian dollars; two months' notice for guilders and Swiss francs.</p>
--	--

Size (£m.)	Current price	Terms*	Con- version dates	Flat yield	Red. yield	Premium†		Income			Cheap/ Dear(=)
						Current	Range‡	Equ.‡	Conv.‡	Diff.‡	
9.05	116.00	100.0	76-80	7.8	7.0						
1.40	93.00	200.0	76-79	10.2	10.5	- 7.0	-10 to -2	14.1	8.7	- 5.3	+ 1.7
8.22	160.00	47.6	77-79	6.4	4.3	- 4.0	- 7 to -2	14.8	13.9	- 0.5	+ 3.1
7.71	142.00	333.3	80-87	8.7	8.3	18.6	14 to 39	0.0	93.8	75.0	+ 61.8
0.55	0.21	1.0	78-82	8.5	4.0	5.0	- 7 to 27	23.3	60.8	18.8	+13.4
8.84	97.00	234.0	76-79	6.8	6.9	- 6.8	-11 to -0	11.5	8.1	- 5.2	+ 1.7
15.21	97.00	150.0	76-84	12.7	12.7	45.3	40 to 66	81.4	52.0	30.9	-14.4
122.30	122.00	120.2	73-78	8.4	7.7	- 2.9	-12 to -2	4.7	0.0	- 3.7	- 0.0
4.51	88.00	57.1	76-80	7.6	8.1	4.1	- 9 to 5	10.5	11.7	1.0	- 3.6
0.07	220.00	470.4	75-79	8.3	0.1	- 7.4	-15 to -5	14.5	6.4	- 3.4	+ 4.0
1.06	135.00	166.7	76-82	11.3	8.9	3.8	-37 to 10	47.3	47.1	- 0.1	- 4.0
5.50	172.00	128.0	78-87	5.8	1.7	8.8	4 to 16	37.3	55.1	11.2	+ 2.3
7.33	92.00	135.9	74-79	8.9	11.2	3.0	17 to 39	11.9	11.0	- 1.4	-11.2
11.10	102.00	40.0	76-83	9.8	9.6	25.0	22 to 43	28.4	40.0	14.2	- 0.4

* nominal of convertible stock is convertible. † The extra cost of investment in convertible expressed as per cent. of three-month rate. ‡ Income on number of Ordinary shares into which 1000 nominal of convertible stock is convertible from a grossed line and income on ordinary shares into which 1000 nominal of convertible stock is convertible.

is assumed to grow at 10 per cent. per annum and is present valued at 12 per cent. per annum. \diamond This is income of the convertible less income of the underlying equity. \diamond The difference between the premium and income difference expressed as per cent. of the value

STOCK EXCHANGE REPORT

Gilt-edged and leading equities end on a firm note
Share index up 1.5 for net fall on week of 16.4 at 480.9

Account Dealing Dates

Option
First Declara- Last Account
Dealings Dealings Day
Jan. 3 Jan. 12 Jan. 13 Jan. 24
Jan. 16 Jan. 26 Jan. 27 Feb. 7
Jan. 30 Feb. 9 Feb. 10 Feb. 21

New time "dealings may take place from 10.30 a.m. to 1.00 p.m. on the day of the first Account in the New Year were again featured by British Funds. Disturbed the previous day on first thoughts about the Government's public expenditure White Paper, sentiment improved yesterday and buyers, mostly for small amounts of stock, took quotations up to a better at the long end of the market.

Short-dated issues put on amounts ranging to 1/2 and the Government Securities market hardened 0.20 to cut the week's loss to 0.33 at 77.55. The unchanged Minimum Lending Rate was as expected, but hopes that the recent run in the currency markets might soon subside led to expectations that the recent downturn in U.K. interest rates may be resumed in the near future.

Trading in leading equities was difficult and slow with buyers showing no inclination to commit themselves. Prices eased for most of the day after showing early firmness and a steeper tendency in the afternoon was briefly halted on disappointment with Thomson's interim statement. The pick-up revived in the late afternoon, however, and the FT Industrial Ordinary share index, up 2.5 at 10 a.m. and showing a small net loss at 3 p.m., was finally 1.5 up at 480.9. This left a fall on the week of 16.4 after the previous week's promising gain of nearly 12 points.

Business in second-line issues was less active than recently, but official markings of 5.034 brought the week's daily average to 6.055—the highest since early October. Movements in leading issues rarely exceeded two pence, and falls led rises by 3-to-1 in all quoted equities. The FT Actuaries index also moved narrowly and the All-share closed at 211.85 for a loss on the week of about 3 pence.

Gilt-edged firm

Gilt-edged traded quietly throughout the day but held to a firm tack with the previous day's uncertainty over the Government's spending plans partly assuaged by the generally favourable Press comment on the White Paper. Quotations ended at the day's best with gains in the long term Exchequer 15 per cent, left stranded by the market's recent weak spell, was hardly traded and closed at 30, or par, for the stock which was issued on Thursday at 29.30 paid. Short-dated stocks were also firm and closed with rises of 1/2, the market evincing no

surprise at either the non-appearance of a new tap stock in the area or in the absence of a further cut in Minimum Lending Rate. Corporation stocks were generally a shade easier, were unchanged at 99.1, 110 paid, the heavily-over-subscribed Tameside 101 per cent stock started life at 101 and closed at that price after touching 102 in a reasonable business. The 101 per cent time dealings, Agricultural Mortgage 1983 Variable opened and closed at 100.1.

A more hopeful feeling about a successful outcome to the talks on an internal solution to the country's constitutional problems took Southern Rhodesian issues to 1977-78 highs, the 21 per cent putting on 2 to 69 and the 6 per cent, 4 to 52.

The unimproved dollar premium became much steeper yesterday, the rate moving between 66 1/2 and 69 per cent in a good two-way business. The rate was closed at 68 per cent, unchanged on the day at 68. The conversion factor was 0.8031 (0.8023).

FNCE dip and rally

A firm market of late ahead of the preliminary results, First National Finance Corporation eased to 23 despite details of the sharply reduced loss before closing unchanged on the day at 3p. The latter's loan stocks were active with the 9 1/2 per cent, unsecured Loan 1982-87 closing 2 points lower at 118 and the 9 1/2 per cent, secured Loan 1982-87, after a rise of 1/2, at 129, after 129. Elsewhere the major bank shares closed quietly firm, while overseas issues took a turn for the better.

Insurances passed a quiet session. Christopher Moray's Unquished 2 to 63p in response to the interim figures. Following Thursday's late market, news that Allied Breweries' application for price increases is to be investigated by the Price Commission, Breweries staged a modest recovery. Allied, at 87p, regained 11 of the previous day's fall of 4 1/2, while Scottish & Newcastle improved similarly to 65p following Press comment on the interim statement. Other firm spots included A. Guinness, 31p, higher at 183p and Davenport 7 higher at 183p.

The 1 per cent, reduction in the mortgage rate had little effect on Buildings which closed mixed. Orme Developments hardened a penny to 54p in response to an investment recommendation, while improvements of 3 were seen in Blackleys, 67p, and J. Jarvis, 194p. Ahead of next Wednesday's interim figures, Magnet and Southern closed 2 to 193p. The Newmarket gave up 5 to 170p and Tarnae shed 4 to 134p.

where in Chemicals, ICI drifted down from a firm start to finish 2 lower on the day at 340p, after 339p. The disappointing statement regarding profits over the whole trading year which accompanied the interim results prompted marked weakness in Thorne Electrical, down 14 at 338p, after 339p, making a fall of 34 on the week. Other leading Electricals, however, held up reasonably well. GEC closed only a shade easier at 286p, after 286p. Elsewhere in the sector, Pethow gave up 4 to 186p, while falls of 2 were recorded in AS Electronics, 1007p, Electronic Machine, 21p, and Fidelity, 30p. On the other hand, Stocklake encountered

firmly and put on 3 more to 147p, while similar rises were recorded in Ransomes Sims, 133p, and W. Canning, 61p, the last named following favourable Press mention. Camford were also 3 dearer, at 38p, after 38p, on continued speculative demand. In contrast, Davy International, still reflecting recent adverse Press comment, eased 2 to 242p, making a fall of 19 on the week. Falls of 2 were also seen in W. & A. Anderson, 95p, and Strathclyde, 49p. In Shipbuilders, the sector, Pethow gave up 4 to 186p, while falls of 2 were recorded in AS Electronics, 1007p, Electronic Machine, 21p, and Fidelity, 30p. On the other hand, Stocklake encountered

Polish ships deal following the figures on January 24, found late support and put on 5 to 95p. Still drawing strength from the better-than-expected results, Caplan Profile improved 3 more to 16p, while Leigh Interests at 198p, and Pains and Whites, at 125p, recorded speculative rises of 6 and 4 respectively. An investment recommendation left LRC 1 1/2 dearer at 39p. Lawrie added 4 at 88p but, on account of a profit-taking dip of 6 from recent speculative favourite Avon Rubber, at 187p, and a similar amount from Davies and Newman, at 115p, Wilkinsons Market gave up 2 1/2 to 197p. Whatman Reeve Angel shed 6 to 289p and Hestair lost 5 to 113p. The miscellaneous industrial leaders closed the week on a dull note. Pilkington Bros. fell 17 to 433p, while Unilever receded 9 to 526p and Glaxo 7 to 580p. By way of contrast, Rank Organisation moved up to 244p on buying ahead of the results due on January 23.

Turner Manufacturing featured Motors and Distributors with a reaction of 1/2 to 85p on disappointment with the company's forecast of a profits slowdown which accompanied the preliminary figures. Lucas Industries remained unchanged at 272p for a loss on the week of 14. Manchester Garages eased 2 to 32p on further consideration of the company's fund-raising plans. By way of contrast, Price and Claxton improved 15 to 267p for a two-day gain of 29 before being suspended at the company's request pending the outcome of bid talks. EPS, still reflecting the recent interim figures, hardened 2 to 130p, while small buying in thin markets left both Adams and Gibbon and Plixton (Scarborough) 4 higher at 83p and 130p respectively.

Still unsettled by the downward revision of the Claymore and Piper North Sea oil reserve, the two shares fell further to 640p before closing 16 lower on the day at 644p, and 71 down on the week. Other North Sea oil orientated stocks continued to give ground in sympathy. Elsewhere, News International added 4 at 271p. Paper/Printings were noteworthy for renewed strength in McCorquodale which moved up 3 more to 245p on further confirmation of the excellent annual results, making a gain on the week of 26.

BP steadier
Although trading in the oil leaders was reasonably brisk, prices closed without much alteration. Helped by the cashation of recent U.K. selling, British Petroleum rallied to 320p before prices easing back to settle at 314p for a rise of 4 on the day. Shell, hours trading as U.S. buying, came over 1 1/2 to 315p, after 313p, and overseas demand left Royal Dutch 3 dearer at 236p. Elsewhere, British Overseas general trend led to 164p in response advanced 3 more to 42p on further favourable Press comment. Oil their consideration of the news

figures on January 24, found late support and put on 5 to 95p. Still drawing strength from the better-than-expected results, Caplan Profile improved 3 more to 16p, while Leigh Interests at 198p, and Pains and Whites, at 125p, recorded speculative rises of 6 and 4 respectively. An investment recommendation left LRC 1 1/2 dearer at 39p. Lawrie added 4 at 88p but, on account of a profit-taking dip of 6 from recent speculative favourite Avon Rubber, at 187p, and a similar amount from Davies and Newman, at 115p, Wilkinsons Market gave up 2 1/2 to 197p. Whatman Reeve Angel shed 6 to 289p and Hestair lost 5 to 113p. The miscellaneous industrial leaders closed the week on a dull note. Pilkington Bros. fell 17 to 433p, while Unilever receded 9 to 526p and Glaxo 7 to 580p. By way of contrast, Rank Organisation moved up to 244p on buying ahead of the results due on January 23.

Turner Manufacturing featured Motors and Distributors with a reaction of 1/2 to 85p on disappointment with the company's forecast of a profits slowdown which accompanied the preliminary figures. Lucas Industries remained unchanged at 272p for a loss on the week of 14. Manchester Garages eased 2 to 32p on further consideration of the company's fund-raising plans. By way of contrast, Price and Claxton improved 15 to 267p for a two-day gain of 29 before being suspended at the company's request pending the outcome of bid talks. EPS, still reflecting the recent interim figures, hardened 2 to 130p, while small buying in thin markets left both Adams and Gibbon and Plixton (Scarborough) 4 higher at 83p and 130p respectively.

Still unsettled by the downward revision of the Claymore and Piper North Sea oil reserve, the two shares fell further to 640p before closing 16 lower on the day at 644p, and 71 down on the week. Other North Sea oil orientated stocks continued to give ground in sympathy. Elsewhere, News International added 4 at 271p. Paper/Printings were noteworthy for renewed strength in McCorquodale which moved up 3 more to 245p on further confirmation of the excellent annual results, making a gain on the week of 26.

BP steadier
Although trading in the oil leaders was reasonably brisk, prices closed without much alteration. Helped by the cashation of recent U.K. selling, British Petroleum rallied to 320p before prices easing back to settle at 314p for a rise of 4 on the day. Shell, hours trading as U.S. buying, came over 1 1/2 to 315p, after 313p, and overseas demand left Royal Dutch 3 dearer at 236p. Elsewhere, British Overseas general trend led to 164p in response advanced 3 more to 42p on further favourable Press comment. Oil their consideration of the news

figures on January 24, found late support and put on 5 to 95p. Still drawing strength from the better-than-expected results, Caplan Profile improved 3 more to 16p, while Leigh Interests at 198p, and Pains and Whites, at 125p, recorded speculative rises of 6 and 4 respectively. An investment recommendation left LRC 1 1/2 dearer at 39p. Lawrie added 4 at 88p but, on account of a profit-taking dip of 6 from recent speculative favourite Avon Rubber, at 187p, and a similar amount from Davies and Newman, at 115p, Wilkinsons Market gave up 2 1/2 to 197p. Whatman Reeve Angel shed 6 to 289p and Hestair lost 5 to 113p. The miscellaneous industrial leaders closed the week on a dull note. Pilkington Bros. fell 17 to 433p, while Unilever receded 9 to 526p and Glaxo 7 to 580p. By way of contrast, Rank Organisation moved up to 244p on buying ahead of the results due on January 23.

Turner Manufacturing featured Motors and Distributors with a reaction of 1/2 to 85p on disappointment with the company's forecast of a profits slowdown which accompanied the preliminary figures. Lucas Industries remained unchanged at 272p for a loss on the week of 14. Manchester Garages eased 2 to 32p on further consideration of the company's fund-raising plans. By way of contrast, Price and Claxton improved 15 to 267p for a two-day gain of 29 before being suspended at the company's request pending the outcome of bid talks. EPS, still reflecting the recent interim figures, hardened 2 to 130p, while small buying in thin markets left both Adams and Gibbon and Plixton (Scarborough) 4 higher at 83p and 130p respectively.

ON THE WEEK—

Stock	Denomina- tion	No. marks	Closing price (p)	Change on week	1977-78 high	1977-78 low
BP	50p	71	314	+4	966	776
Shell Transport	25p	11	315	+1	635	434
Grand Met.	50p	32	106	-3	109	62
Shell Transport	25p	48	315	-12	635	434
EA's Defd.	25p	48	228	-7	260	202
Bank Org.	25p	47	247	+2	276	138
Barclays Bank	1p	46	342	3	330	223
Burmah Oil	1p	46	33	-1	83	41
Assoc. Dairies	25p	45	235	-38	295	141
GUS A	25p	45	288	-14	347	176
GKN	1p	44	267	-6	309	260
Cons. Gold Fields	1p	42	182	+7	224	137
Ponlin's	10p	42	42	-4	46	23
Red Int'l.	1p	42	138	-1	233	118
Ladbroke	10p	41	139	-1	215	89

YESTERDAY—

Stock	Denomina- tion	No. marks	Closing price (p)	Change on day	1977-78 high	1977-78 low
BP	50p	71	314	+4	966	776
Shell Transport	25p	11	315	+1	635	434
Grand Met.	50p	32	106	-3	109	62
Shell Transport	25p	48	315	-12	635	434
EA's Defd.	25p	48	228	-7	260	202
Bank Org.	25p	47	247	+2	276	138
Barclays Bank	1p	46	342	3	330	223
Burmah Oil	1p	46	33	-1	83	41
Assoc. Dairies	25p	45	235	-38	295	141
GUS A	25p	45	288	-14	347	176
GKN	1p	44	267	-6	309	260
Cons. Gold Fields	1p	42	182	+7	224	137
Ponlin's	10p	42	42	-4	46	23
Red Int'l.	1p	42	138	-1	233	118
Ladbroke	10p	41	139	-1	215	89

The above list of active stocks is based on the number of bargains recorded yesterday in the Official list and under Rule 16(1)(c) and reproduced today in Stock Exchange dealings.

BASE LENDING RATES

Bank	Rate	Bank	Rate
A.B.N. Bank	6 1/2%	HSBC	7 1/2%
Allied Irish Banks Ltd.	6 1/2%	C. Hoare & Co.	7 1/2%
American Express Bk.	6 1/2%	Julian S. Hodge	7 1/2%
Amro Bank Ltd.	6 1/2%	Hongkong & Shanghai	7 1/2%
A.P. Bank Ltd.	6 1/2%	Industrial Bk. of Scot.	7 1/2%
Bank of America	6 1/2%	Keyser Ullmann	6 1/2%
Bank of Bilbao	6 1/2%	Knowles & Co. Ltd.	6 1/2%
Bank of Credit & Commerce	6 1/2%	Lloyds Bank	6 1/2%
Bank of Cyprus	6 1/2%	London & European	6 1/2%
Bank of N.W.	6 1/2%	London Mercantile	6 1/2%
Bank of Paris	6 1/2%	Midland Bank	6 1/2%
Bank of Rome	6 1/2%	Samuel Montagu	6 1/2%
Barclays Bank	6 1/2%	Morgan Grenfell	6 1/2%
Barnett Christie Ltd.	6 1/2%	National Westminster	6 1/2%
Bremar Holdings Ltd.	6 1/2%	Norwich General Trust	6 1/2%
Brit. Bank of Mid. East	6 1/2%	P. S. Refson & Co.	6 1/2%
Brown Shipley	6 1/2%	Rossminster Accepts	6 1/2%
Canada Permanent AFI	6 1/2%	Royal Bk. Canada Trust	6 1/2%
Capitol C. & C. Fin. Ltd.	6 1/2%	Schlesinger Limited	6 1/2%
Cayzer Ltd.	6 1/2%	E. S. Schwab	6 1/2%
Cedar Holdings	6 1/2%	Security Trust Co. Ltd.	6 1/2%
Charterhouse Japhet	6 1/2%	Shenley Trust	6 1/2%
Consolidated Credits	6 1/2%	Standard Chartered	6 1/2%
Co-operative Bank	6 1/2%	Trade Dev. Bank	6 1/2%
Cornhill Securities	6 1/2%	Trustee Savings Bank	6 1/2%
Credit Lyonnais	6 1/2%	Twentieth Century Bk.	6 1/2%
The Cyprus Popular Bk.	6 1/2%	United Bank of Kuwait	6 1/2%
Duncan Lawrie	6 1/2%	Whiteaway Ltd.	6 1/2%
Eagle Trust	6 1/2%	Williams & Glyn's	6 1/2%
English Transatlantic	6 1/2%	Yorkshire Bank	6 1/2%
First London Sec.	6 1/2%		
First Nat. Fin. Corp.	6 1/2%		
First Nat. Sec. Ltd.	6 1/2%		
Guinness Mahon	6 1/2%		
Hambros Bank	6 1/2%		

OPTIONS TRADED

First Deal- ings	Last Deal- ings	For Settlement	Metropolitan	Swan Hunter	Ex- changes
Jan. 11 Jan. 22	Jan. 11 Jan. 22	Jan. 11 Jan. 22	Jan. 11 Jan. 22	Jan. 11 Jan. 22	Jan. 11 Jan. 22
Jan. 24 Feb. 6	Jan. 24 Feb. 6	Jan. 24 Feb. 6	Jan. 24 Feb. 6	Jan. 24 Feb. 6	Jan. 24 Feb. 6
Jan. 27 Feb. 10	Jan. 27 Feb. 10	Jan. 27 Feb. 10	Jan. 27 Feb. 10	Jan. 27 Feb. 10	Jan. 27 Feb. 10

RECENT ISSUES

Issue	Amount	High	Low	Stock
100% 100% 100%	100%	100%	100%	100%
100% 100% 100%	100%	100%	100%	100%
100% 100% 100%	100%	100%	100%	100%

FIXED INTEREST STOCKS

Issue	Amount	High	Low	Stock
100% 100% 100%	100%	100%	100%	100%
100% 100% 100%	100%	100%	100%	100%
100% 100% 100%	100%	100%	100%	100%

"RIGHTS" OFFERS

Issue	Amount	High	Low	Stock
100% 100% 100%	100%	100%	100%	100%
100% 100% 100%	100%	100%	100%	100%
100% 100% 100%	100%	100%	100%	100%

FT-ACTUARIES SHARE INDICES

These indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

These indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries																	
EQUITY GROUPS		Fri. Jan. 13, 1978										Highs and Lows Index					
and SUB-SECTIONS												1977-78				Since Completion	
Index		Day's Change	Est. Change (100)	Gross Div. (100)	Index	Index	Index	Index	Index	Index	Index	High	Low	High	Low		
figures in parentheses show number of stocks per section																	
1	CAPITAL GOODS (178)	208.99	-0.5	16.96	5.59	8.33	210.04	211.99	211.16	213.67	137.03	228.03 (04/77)	135.13 (04/77)	228.03 (04/77)	50.72 (13/27/74)		
2	Building Materials (27)	193.65	-1.6	16.07	5.51	8.89	194.12	195.76	197.57	115.57	214.72 (04/77)	112.11 (04/77)	233.84 (05/72)	74.28 (13/27/74)			
3	Contracting, Construction (23)	336.59	-0.8	17.23	3.76	8.44	339.17	340.32	348.37	137.77	379.99 (04/77)	167.99 (04/77)	389.35 (04/72)	44.22 (13/27/74)			
4	Electricals (15)	449.76	-0.3	14.62	3.93	9.71	451.06	445.62	455.56	146.10	483.69 (04/77)	265.35 (04/77)	483.69 (04/77)	47.41 (25/64/72)			
5	Engineering Contractors (13)	295.05	-0.4	13.89	6.35	6.99	295.13	298.34	299.12	306.76	359.22 (04/77)	136.96 (04/77)	359.22 (04/77)	64.39 (21/75)			
6	Mechanical Contractors (12)	312.69	-0.2	12.77	6.34	6.02	316.55	314.73	314.63	326.58	375.42 (04/77)	125.42 (04/77)	375.42 (04/77)	45.45 (04/75)			
7	Motors and Road Transport (10)	361.75	-0.3	19.52	8.73	6.76	362.22	363.01	361.60	362.83	118.00	177.02 (04/77)	113.25 (04/77)	177.02 (04/72)	49.43 (04/75)		
CONSUMER GOODS																	
1	DURABLES (13)	190.51	-2.3	17.49	4.84	8.34	193.33	199.97	192.93	195.81	120.06	213.75 (04/77)	117.21 (04/77)	221.76 (04/72)	38.89 (04/75)		
2	L. Electronics, Radio-TV (11)	227.41	-1.0	15.52	3.62	9.33	234.21	232.71	236.56	235.03	143.00	261.72 (04/77)	129.68 (04/77)	261.72 (04/77)	42.85 (13/27/74)		
3	Household Goods (12)	182.69	-0.4	17.43	4.22	8.22	183.49	182.77	183.24	184.31	127.29	199.07 (04/77)	122.51 (04/77)	233.29 (04/72)	63.92 (04/75)		
4	Motors and Road Transport (10)	316.43	-0.7	20.65	6.37	7.24	317.44	317.81	317.66	318.86	129.51	330.95 (04/77)	177.22 (04/77)	330.95 (04/72)	59.19 (04/75)		
NON-DURABLES (19)																	
1	NON-DURABLES (19)	199.39	-0.2	15.48	9.70	9.34	200.29	202.52	201.73	206.10	137.01	213.83 (04/77)	136.79 (04/77)	226.08 (04/72)	61.41 (13/27/74)		
2	Beverages (14)	222.32	-0.5	16.00	5.92	10.23	223.53	228.39	227.86	231.80	150.41	236.74 (04/77)	143.23 (04/77)	231.87 (04/72)	69.47 (13/27/74)		
3	Wines and Spirit (6)	243.27	-1.5	13.15	5.68	8.95	243.73	244.30	243.82	247.52	157.46	264.45 (04/77)	156.25 (04/77)	257.40 (03/72)	78.88 (13/27/74)		
4	Entertainment, Catering (18)	238.75	-1.3	13.82	6.62	10.59	238.86	238.58	239.88	238.64	154.59	272.82 (04/77)	172.97 (04/77)	272.82 (04/77)	54.34 (04/75)		
5	Food Manufacturing (22)	356.10	-0.9	12.53	5.42	7.03	357.84	359.89	358.69	362.13	152.89	384.83 (04/77)	190.84 (04/77)	384.83 (04/77)	59.67 (13/27/74)		
6	Food Retailing (10)	199.76	-0.4	13.57	4.52	10.33	199.87	201.72	207.58	222.08	132.42	244.41 (04/77)	131.15 (04/77)	244.41 (04/77)	55.08 (13/27/74)		
7	Newspapers, Publishing (13)	338.89	-1.5	9.47	3.62	11.59	340.02	337.52	342.22	360.21	102.89	360.82 (04/77)	201.08 (04/77)	360.82 (04/77)	59.67 (04/75)		
8	Packaging and Paper (15)	132.50	-1.2	19.92	6.75	12.22	132.26	133.12	133.17	134.95	90.45	144.21 (04/77)	90.24 (04/77)	144.21 (04/77)	43.43 (04/75)		
9	Stores (30)	191.22	-0.4	16.67	4.14	15.60	191.91	192.11	191.75	197.00	109.78	204.02 (04/77)	109.25 (04/77)	204.02 (04/77)	52.65 (04/75)		
10	Textiles (2)	174.67	-0.3	19.93	7.58	6.37	174.68	174.09	172.83	174.33	126.72	181.41 (04/77)	122.71 (04/77)	235.72 (04/72)	62.64 (13/27/74)		
11	Office Equipment (22)	333.34	-0.7	17.12	4.31	7.72	333.12	331.88	329.05	330.29	82.29	341.25 (04/77)	263.36 (04/77)	341.25 (04/77)	54.34 (13/27/74)		
12	Toys and Games (5)	103.43	-0.7	29.96	5.75	7.07	102.69	101.40	102.70	101.93	78.70	113.68 (04/77)	76.14 (04/77)	113.68 (04/77)	59.67 (04/75)		
13	OTHER GROUPS (17)	191.20	-0.5	16.51	5.65	8.35	192.16	193.42	192.86	194.78	147.05	213.70 (04/77)	144.93 (04/77)	213.70 (04/77)	58.63 (04/75)		
14	Chemicals (6)	253.04	-0.6	19.53	6.61	7.22	254.50	254.25	254.76	258.33	207.71	295.10 (04/77)	204.26 (04/77)	295.10 (04/77)	71.20 (13/27/74)		
15	Pharmaceutical Products (17)	254.61	-0.6	10.80	3.89	11.67	254.26	259.31	259.39	261.15	100.00	282.96 (04/77)	221.41 (04/77)	282.96 (04/77)	45.34 (13/27/74)		
16	Office Equipment (22)	333.34	-0.7	17.12	4.31	7.72	333.12	331.88	329.05	330.29	82.29	341.25 (04/77)	263.36 (04/77)	341.25 (04/77)	54.34 (13/27/74)		
17	Shipping (10)	472.62	-1.0	20.84	6.02	5.68	472.53	472.12	473.29	476.43	405.40	539.68 (04/77)	425.40 (04/77)	539.68 (04/77)	59.67 (04/75)		
18	Miscellaneous (5)	203.01	-0.7	23.95	6.01	9.24	205.71	205.72	204.63	204.74	142.74	210.02 (04/77)	140.81 (04/77)	210.02 (04/77)	59.67 (04/75)		
INDUSTRIAL GROUP (169)																	
1	INDUSTRIAL GROUP (169)	245.04	-0.4	16.18	5.60	8.75	246.94	246.87	248.03	241.34	143.58	222.12 (04/77)	148.08 (04/77)	222.12 (04/77)	59.67 (04/75)		
2	Oil (4)	492.05	-0.2	23.16	4.26	8.02	498.30	498.31	464.64	468.73	131.58	500.20 (04/77)	443.20 (04/77)	500.20 (04/77)	59.67 (04/75)		
SEA SPARE INDEX																	
1	SEA SPARE INDEX	227.24	-0.3	16.03	5.04	8.63	228.03	229.89	229.52	232.95	166.58	248.32 (04/77)	146.45 (04/77)	248.32 (04/77)	67.29 (13/27/74)		
FINANCIAL GROUP (159)																	
1	FINANCIAL GROUP (159)	174.74	-0.3		5.01	174.91	174.66	174.86	178.38	122.59	184.48	113.90 (04/77)	113.90 (04/77)	184.48 (04/77)	55.88 (13/27/74)		
2	Banks (6)	200.45	-0.3	24.56	5.08	6.21	200.14	200.87	202.62	202.85	154.94	215.94 (04/77)	136.36 (04/77)	215.94 (04/77)	63.22 (13/27/74)		
3	Discount Houses (1)	216.91	-0.2		7.63	216.91	216.91	220.41	226.35	160.77	249.10 (04/77)	160.77 (04/77)	249.10 (04/77)	38.83 (13/27/74)			
4	Life Insurance (1)	169.46	-0.6	10.99	4.61	13.47	170.55	168.51	165.90	169.48	80.30	199.47 (04/77)	80.52 (04/77)	199.47 (04/77)	41.40 (13/27/74)		
5	Insurance (Life) (1)	145.65	-0.1		5.69		145.69	146.64	146.75	103.15	139.05 (04/77)	103.15 (04/77)	139.05 (04/77)	88.88 (04/75)			
6	Insurance (Composited) (1)	137.72	-0.5		5.85		137.55	139.91	138.75	142.23	97.94	161.72 (04/77)	95.14 (04/77)	161.72 (04/77)	43.96 (13/27/74)		
7	Insurance Brokers (10)	327.73	-0.2	12.96	4.17	13.31	328.27	329.94	330.49	333.71	226.72	375.53 (04/77)	275.53 (04/77)	375.53 (04/77)	65.86 (04/75)		
8	Merchants (14)	222.62	-0.7		5.61		222.61	224.21	224.21	224.21	163.77	242.62 (04/77)	163.77 (04/77)	242.62 (04/77)	51.21 (04/75)		
9	Property (31)	223.43	-0.2	2.75	7.23	68.22	224.92	224.34	224.84	253.45	148.87	253.62 (04/77)	147.64 (04/77)	253.62 (04/77)	30.83 (13/27/74)		
10	Miscellaneous (17)	179.51	-0.5	23.34	7.21	6.06	174.98	179.10	181.11	110.87	72.57	113.18 (04/77)	72.57 (04/77)	113.18 (04/77)	44.80 (04/75)		
11	Investment Trusts (30)	192.29	-0.4	3.23	4.76	30.25	193.06	192.83	193.72	194.58	135.62	209.22 (04/77)	155.19 (04/77)	215.79 (04/72)	73.13 (13/27/74)		
12	Mining Finance (4)	61.34	-0.5	17.07	6.41	6.82	60.91	61.26	62.43	91.87	60.20	105.96 (04/77)	60.20 (04/77)	105.96 (04/77)	66.31 (04/75)		
13	Overseas Traders (19)	217.23	-0.5	17.39	6.68	7.39	218.64	218.53	218.53	224.93	122.47	271.03 (04/77)	214.80 (04/77)	271.03 (04/77)	67.37 (04/75)		
14	ALL-SECTOR INDEX (17)	222.52	-0.3		5.33		222.27	223.80	223.43	216.71	143.69	224.99 (04/77)	153.70 (04/77)	224.99 (04/77)	61.92 (13/27/74)		
FIXED INTEREST PRICE INDICES																	
YIELDS																	
Br. Govt. Ar. Gross Red.																	
1977-78																	
Highs																	
Lows																	
1 Low 5 years 7.32 7.33 9.32 10.48 (04/77) 5.81 (04/77)																	
2 Coupons 15 years 9.42 9.47 1.95 12.36 (04/77) 8.76 (04/77)																	
3 25 years 10.81 10.87 13.05 13.36 (04/77) 9.63 (04/77)																	
4 Medium 5 years 9.50 9.57 12.40 13.32 (04/77) 8.73 (04/77)																	
5 Coupons 15 years 10.40 10.50 13.12 13.09 (04/77) 9.70 (04/77)																	
6 25 years 10.38 10.64 13.67 14.27 (04/77) 9.91 (04/77)																	
7 High 5 years 9.95 10.02 13.44 14.27 (04/77) 8.93 (04/77)																	
8 Coupons 15 years 11.35 11.43 14.36 14.99 (04/77) 10.78 (04/77)																	
9 25 years 11.44 11.52 14.67 15.08 (04/77) 10.86 (04/77)																	
10 Irredeemables 11.26 11.31 14.33 16.23 (04/77) 10.86 (04/77)																	
1977-78																	
Highs																	
Lows																	
1 Low 5 years 63.43 (04/78) 46.97 (04/77) 113.45 (04/76) 37.01 (04/75)																	
2 Coupons 97.71 (04/78) 144.76 (04/77) 116.41 (04/76) 44.46 (04/74)																	
3 25 years 118.71 (04/78) 122.76 (04/77) 116.65 (04/76) 47.67 (04/75)																	
4 Medium 5 years 50.16 (04/78) 46.97 (04/77) 113.45 (04/76) 37.01 (04/75)																	
5 Coupons 15 years 97.71 (04/78) 144.76 (04/77) 116.41 (04/76) 44.46 (04/74)																	
6 25 years 118.71 (04/78) 122.76 (04/77) 116.65 (04/76) 47.67 (04/75)																	
7 High 5 years 50.16 (04/78) 46.97 (04/77) 113.45 (04/76) 37.01 (04/75)																	
8 Coupons 15 years 97.71 (04/78) 144.76 (04/77) 116.41 (04/76) 44.46 (04/74)																	
9 25 years 118.71 (04/78) 122.76 (04/77) 116.65 (04/76) 47.67 (04/75)																	
10 Irredeemables 11.26 11.31 14.33 16.23 (04/77) 10.86 (04/77)																	
1977-78																	
Highs																	
Lows																	
1 Low 5 years 63.43 (04/78) 46.97 (04/77) 113.45 (04/76) 37.01 (04/75)																	
2 Coupons 97.71 (04/78) 144.76 (04/77) 116.41 (04/76) 44.46 (04/74)																	
3 25 years 118.71 (04/78) 122.76 (04/77) 116.65 (04/76) 47.67 (04/75)																	
4 Medium 5 years 50.16 (04/78) 46.97 (04/77) 113.45 (04/76) 37.01 (04/75)																	
5 Coupons 15 years 97.71 (04/78) 144.76 (04/77) 116.41 (04/76) 44.46 (04/74)																	
6 25 years 118.71 (04/78) 122.76 (04/77) 116.65 (04/76) 47.67 (04/75)																	
7 High 5 years 50.16 (04/78) 46.97 (04/77) 113.45 (04/76) 37.01 (04/75)																	
8 Coupons 15 years 97.71 (04/78) 144.76 (04/77) 116.41 (04/76) 44.46 (04/74)																	
9 25 years 118.71 (04/78) 122.76 (04/77) 116.65 (04/76) 47.67 (04/75)																	
10 Irredeemables 11.26 11.31 14.33 16.23 (04/77) 10.86 (04/77)																	
1977-78																	
Highs																	
Lows																	
1 Low 5 years 63.43 (04/78) 46.97 (04/77) 113.45 (04/76) 37.01 (04/75)																	
2 Coupons 97.71 (04/78) 144.76 (04/77) 116.41 (04/76) 44.46 (04/74)																	
3 25 years 118.71 (04/78) 122.76 (04/77) 116.65 (04/76) 47.67 (04/75)																	
4 Medium 5 years 50.16 (04/78) 46.97 (04/77) 113.45 (04/76) 37.01 (04/75)																	
5 Coupons 15 years 97.71 (04/78) 144.76 (04/77) 116.41 (04/76) 44.46 (04/74)																	
6 25 years 118.71 (04/78) 122.76 (04/77) 116.65 (04/76) 47.67 (04/75)																	
7 High 5 years 50.16 (04/78) 46.97 (04/77) 113.45 (04/76) 37.01 (04/75)																	
8 Coupons 15 years 97.71 (04/78) 144.76 (04/77) 116.41 (04/76) 44.46 (04/74)																	
9 25 years 118.71 (04/78) 122.76 (04/77) 116.65 (04/76) 47.67 (04/75)																	
10 Irredeemables 11.26 11.31 14.33 16.23 (04/77) 10.86 (04/77)																	
1977-78																	
Highs																	
Lows																	
1 Low 5 years 63.43 (04/78) 46.97 (04/77) 113.45 (04/76) 37.01 (04/75)																	
2 Coupons 97.71 (04/78) 144.76 (04/77) 116.41 (04/76) 44.46 (04/74)																	
3 25 years 118.71 (04/78) 122.76 (04/77) 116.65 (04/76) 47.67 (04/75)																	
4 Medium 5 years 50.16 (04/78) 46.97 (04/77) 113.45 (04/76) 37.01 (04/75)																	
5 Coupons 15 years 97.71 (04/78) 144.76 (04/77) 11																	

AUTHORISED UNIT TRUSTS

OFFSHORE AND OVERSEAS FUNDS

Unit Trust Name	Manager	Investment Objective	Current Value	Change
Abney Unit Tr. Mgr. Ltd. (a)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (b)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (c)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (d)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (e)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (f)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (g)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (h)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (i)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (j)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (k)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (l)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (m)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (n)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (o)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (p)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (q)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (r)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (s)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (t)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (u)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (v)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (w)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (x)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (y)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (z)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00

Unit Trust Name	Manager	Investment Objective	Current Value	Change
Abney Unit Tr. Mgr. Ltd. (a)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (b)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (c)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (d)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (e)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (f)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (g)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (h)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (i)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (j)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (k)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (l)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (m)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (n)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (o)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (p)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (q)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (r)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (s)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (t)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (u)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (v)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (w)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (x)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (y)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (z)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00

Unit Trust Name	Manager	Investment Objective	Current Value	Change
Abney Unit Tr. Mgr. Ltd. (a)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (b)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (c)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (d)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (e)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (f)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (g)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (h)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (i)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (j)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (k)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (l)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (m)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (n)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (o)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (p)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (q)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (r)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (s)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (t)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (u)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (v)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (w)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (x)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (y)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (z)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00

Unit Trust Name	Manager	Investment Objective	Current Value	Change
Abney Unit Tr. Mgr. Ltd. (a)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (b)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (c)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (d)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (e)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (f)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (g)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (h)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (i)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (j)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (k)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (l)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (m)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (n)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (o)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (p)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (q)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (r)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (s)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (t)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (u)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (v)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (w)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (x)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (y)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (z)	Abney Unit Tr. Mgr. Ltd.	Equity	100.00	0.00

Index Limited 01-351 3466. Three months lead 361.7-368.8.
Lamont Road, London SW10 9HS.

CLIVE INVESTMENTS LIMITED
1 Royal Exchange Ave., London EC3V 3JU. Tel: 01-283 1101.
Index Close at 11th January, 1978 (Base 100 at 14.1.77).
Clive Fixed Interest Capital 134.97
Clive Fixed Interest Income 127.53

CORAL INDEX: Close 479-484

INSURANCE BASE RATES
† Property Growth 81%
‡ Cannon Assurance 41%
* Address shown under Insurance and Property Bond Table.

A FINANCIAL TIMES SURVEY WORLD MINING

February 21 1978

The Financial Times is planning to publish a comprehensive survey on World Mining. The editorial content will include:

- Introduction and new challenges
- Emphasis on energy
- Undersea mineral potential
- Reviews of metal and mineral prospects
- Investment
- Taxation
- Australia
- U.S. and Canada
- South America
- The Far East
- The U.K. and Ireland
- Southern Africa
- Developing countries
- Mining equipment
- Exploration and new mining techniques
- Labour
- Coal mining

For further details of the editorial synopsis and advertising rates please contact: Neil Rogers, Financial Times, Bracken House, 10 Cannon Street, London EC4P 4BY. Tel: 01-248 8000 Ext. 572. Telex: 885033 FINTIM G.

FINANCIAL TIMES
EUROPE'S BUSINESS NEWSPAPER

The content and publication dates of surveys in the Financial Times are subject to change at the discretion of the Editor.

INSURANCE, PROPERTY, BONDS

Insurance Company	Policy Type	Current Value	Change
Abney Unit Tr. Mgr. Ltd. (a)	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (b)	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (c)	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (d)	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (e)	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (f)	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (g)	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (h)	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (i)	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (j)	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (k)	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (l)	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (m)	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (n)	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (o)	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (p)	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (q)	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (r)	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (s)	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (t)	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (u)	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (v)	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (w)	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (x)	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (y)	Equity	100.00	0.00
Abney Unit Tr. Mgr. Ltd. (z)	Equity	100.00	0.00

FINANCE LAND—Continued[illegible][illegible]

- * "Tap" Stock.
- * Highs and Lows marked thus have been adjusted to allow for rights issues for cash.
- * Interim stock increases or or resumed.
- * Interim issues reduced, passed or deferred.
- * Tax-free to non-residents on application.
- * Figures or report awaited.
- * Unlisted security.
- * Price at time of suspension.
- * Indicated dividend after pending scrip and/or rights issues cover relates to previous dividend or forecast.
- * Free of Stamp Duty.
- * Manager bid or reorganisation to progress.
- * Not comparable.
- * Suspended, reduced final and/or reduced earnings.

- † Forecast dividend; cover on earnings updated by latest interim statement.
- * Conversion of shares not now ranking for dividends or ranking only for restricted dividend.
- * Cover does not allow for shares which may also rank for dividend at a future date. No P/E ratio usually provided.
- † Excluding a final dividend declaration.
- † Regional price.
- † No per value.
- * Tax free. † Figures based on prospectus or other official estimate. † Cents. † Dividend rate paid or payable on part of capital; cover based on dividend on full capitalization to yield. † Dividend yield based on full capitalization. † Dividend yield. † Assumed dividend and yield after split issue.

* Payment from capital source. † Kenya. ‡ Includes both
than previous total. § Rights issue pending. ¶ Excludes
on company figures. ** Australian currency.
†† Dividend and yield include special dividend. ‡‡
Dividend; cover relates to previous dividend, P/E ratio based
on latest annual earnings. §§ Forecast dividend; cover based
on previous year's earnings. ¶¶ Free rise up 50p in the £.
*** Dividend and yield include special dividend. ****
based on longer terms. ††† Dividend and yield include a
special payment; Cover does not apply to special payment.
‡‡‡ Not dividend and yield. §§§ Dividend included passed or
deferred. ¶¶¶ Canadian. ¶¶¶ Cover and P/E ratio exclude profits
D.O.Y. = Dividend on Yield. Substituted for D.O.Y. = Dividend
and yield based on prospectus or other official estimates for
1977-78. ¶ Assumed dividend and yield after spending strip

Abbreviations: D = ex dividend; M = ex scrip issue; F = ex rights; P = ex all; E = ex capital distribution.

REGIONAL MARK

The following is a selection of London quotations for previous issues of the regional markets. Prices of some of which are not officially listed in L. are as quoted on the Irish exchange.			
Albany Ind. 20p	23	Sheff. Bedfords	50
Ash Spinning	41	Shiloh Spinn	29
Bertam	19	Sindall (Wm.)	85
Bdg.wtr. East. 50p	282		
Cloves Crat.	25		
Craig & Rose 21	288		
Dyson (R.A.)	55		
Edwards & McEldy	36		
Evans & F. 10p	27		
Evans & F. 1p	17		
Evans & F. 2p	27		
Extr. 95% 80/100	58p-		
Alliant Gas	70		
Arnot	315		
Carroll (P.J.)	113p		

Finlay Pkg. 5p.	290	+1	Heaton	125	-5
Craig Ship. 1	240	.....	Concrete Prods.	51	+1
Arizona Brew.	142	.....	Heitman (Edgds.)	175	+15
L.O.M. Ste. 1	132	.....	Ins. Corp.	108	+3
Boit (Sec.) 25p.	237	.....	Irish Rope	62	+2
N.Y.M. Goldsmith	45	+1	Jacob	25	-2
Pearce (C.H.)	122	.....	Sunbeam	162	-5
Feed Mills	17	.....	Unidac	75	-5
Steel Brick	48	.....		

3-month Call Rates			
Industrials			
A. Brew	6 1/2	L.C.I.	25
A.P. Cement	18	"Imps"	7
B.S.R.	15 1/2	L.C.I.	20
Abcoek	18	Inverest	8
Barclay Bank	25	Lea & A.	6
Beecham	25	Legal & Gen.	17
Beech Drug	15	Lax Service	6
Bovators	15 1/2	Lloyds Bank	22
		Tube Invest.	34
		Unilever	48
		Utd. Drapery	75 1/2
		Victors	15
		Woodwards	6
		Property	
		Brit. Land	5 1/2
		Corp. Commis.	5 1/2

British Oxygen	24	London Brick	E.P.	5
Brown J	29	Lombe	Entrepreneur	11
Burton A	9	Lucas Inds.	Land Secs	10
Cadbury	5	Lynons J	Land Secs	20
Courtfields	5	Mans	Peaschee	16
Croftmans	18	Mans & Sonny	Samuel Prop.	1
Diall	13	Midland Bank	Town & City	2
Dunlop	50	Nat. West. Bank		
Eagle Star	11	Do. Warrants	Oils	
E.N.I.	18	P & O Ltd.	Brit. Petroleum	45
Gen. Accident	1	P. & O. Ltd.	Burnham Oil	37
Gen. Electric	5	R.H.M.	Charterhall	37
Glass	60	Rank Org.	Shell	1
Grand Met.	9	Reed Int.	Ultramar	22

G.O.S 'A'.....	18	Raybelle.....	20	Whites
Guarantee.....	18	Spillers.....	4	Charter Comp 51
G.K.N.....	22	Tesco.....	4	Cons. Gold
Hawker Sudd.....	60	Thorn 'A'.....	22	Rio T. Zinc
House of Fraser.....	12	Trust Houses.....	13	

A selection of Options traded is given on
 London Stock Exchange Report page

Cruising means



MAN OF THE WEEK

A war by any other name

BY ELINOR GOODMAN

OUTWARDLY, John Sainsbury is not the kind of man you would expect to find embroiled in a price war. Mr. Leslie Porter, chairman of the other supermarket chain, Tesco, fits the public image of the pugilistic grocery leader far better. When Tesco dropped trading stamps in the summer and slashed its prices, Mr. Porter visibly relished the excitement of it all, behind a dignified front, you felt he would like to have been out in the stores in his shirt sleeves, piling it high and selling it cheap.

Mr. John Sainsbury, chairman of the company which his family founded over 100 years ago, takes it all much more calmly. Though clearly pleased by the publicity which has surrounded the launch of Sainsbury's new cut-price programme, he manages to remain aloof from the scene. He describes himself as a perfectionist—a trait endorsed by those who work for him—and says he gets his satisfaction from seeing the business succeed overall rather than, say, selling coffee cheaper than any other body else at one particular time.



John Sainsbury. A cut above the rest.

To some extent his personality is reflected in Sainsbury's corporate image—definitely less brusque, and perhaps a little more respectable than some of its competitors. The image, of course, goes back far longer than the nine years in which he has been in the chair and it is precisely because the company has always tended to adopt a low profile in the price war that its latest moves are so interesting.

Mr. Sainsbury himself refuses to play along with the idea of a price war between his company and Tesco. For a start, he denies that Sainsbury's new "Discount 78" programme is a direct response to Tesco's pricing policy. He also says he dislikes the word "war". "It's alright for the popular papers, but it over-dramatises the situation."

In particular, he points to the move towards larger stores with lower operating costs—both by his own company and other—and the emergence of the discount chains which, because they only sell a limited range of goods, can also operate on lower costs. Sainsbury's, he says, had decided some time before Tesco came out of stamps that it was in a position to exploit the economies of these larger stores by "cutting margins and so increasing volume. The recent move towards larger stores was a direct response to the competitive situation."

As such, it is the second fundamental change to occur in the company since John Sainsbury took over from his uncle, Sir Robert Sainsbury, as chairman. The first, of course, was the public flotation five years ago. Since then, the company has increased the number of its stores from 138 to 221 and lifted its turnover from £297m. to £664m. in the year to March 1977.

John Sainsbury is punctilious about his position as chairman of a public company. Without making any further comment about the outlook for profits, he implies that he does not altogether go along with some of the competitors' beliefs that in today's trading conditions, it may be necessary for them to sacrifice profits in the short term for volume.

In one sense, of course, John Sainsbury, now 50, has been through all this before. As the fourth generation of the family to go into the business, he has worked in the company since he came down from Oxford in 1950.

During that period, the rules of grocery retailing have changed radically, and the company has fought many battles, not least of which was the anti-trading stamp lobby in the early 1960s. According to his father, Lord Sainsbury, John succeeded as head of the company in 1967. "It's always been this business, we are

Owen favours special North Sea oil fund

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

PROPOSALS to channel some of Britain's North Sea oil revenue into a special fund to aid industry have received unexpected support from Dr. David Owen, the Foreign Secretary.

The proposals are opposed by the main economic Ministers in the Cabinet. The debate within the Government about how to take advantage of North Sea oil is likely to intensify in the next few weeks and Mr. James Callaghan, the Prime Minister, is personally supervising preparation by the Cabinet Office of a document on the options.

Versions of this paper are likely to be sent to the National Economic Development Council and to the TUC-Labour Party liaison committee. The whole subject is regarded as highly sensitive within Whitehall in view of the differences of opinion about possible uses of the oil. It is thus likely that the eventual document will defer major decisions ahead of an election and will just list the main options, on the lines of a draft prepared for the liaison committee last November.

Dr. Owen's views have been set out in a paper circulated to members of the Cabinet; this

is believed to have been written by Mr. Michael Stewart, a special economic adviser. Dr. Owen is also understood to support proposals for linking industrial aid to planning agreements.

At the liaison committee meeting the proposal for a special oil fund was criticised not only by the economic ministers present but also by Left-wing MPs and union leaders. Mr. Jack Jones, the retiring General Secretary of the Transport and General Workers' Union, is believed to have been one of the few supporters of the idea, along with Mr. Anthony Wedgwood Benn, the Energy Secretary.

Re-investment

The opposition to the plan on the Left is based on the view that such a fund might be used primarily for re-investment in energy and would detract from direct aid to industry and an increase in money for the National Enterprise Board. But the predominant Whitehall view, represented by Mr. Denis Healey, Chancellor of the Exchequer, and Mr. Eric Varley, the Industry Secretary, is that a large proportion of the projected revenue—more than £2bn.

a year at current prices by the mid-1980s—should be used towards reducing the tax burden rather than in direct aid for industry.

The growing view in Whitehall is that cutting taxes and a commitment to a steady growth in the economy as a whole will provide a much better incentive to higher investment than a large increase in direct aid, which the Department of Industry anyway does not believe is necessary.

There is general recognition that a large part of the needed investment in energy will have to be carried out by the State.

Other spending Ministers have argued that the priority should be on improving the social infrastructure—for example, social services, education and transport—while there have also been calls for increased overseas aid.

The liaison committee document merely stated both sides of the argument on an oil fund, saying that the main point in favour was that "use of North Sea revenues would be visible and accountable, while, on the other hand, such a fund might provoke disputes on special claims and would not in itself show how the revenues were being used."

Mail seeks N. York Trib

BY STEWART FLEMING

NEW YORK, Jan. 13. ASSOCIATED NEWSPAPERS, owner of the Daily Mail, is in discussion for the possible acquisition of a major stake in the Trib, New York's newest daily newspaper which has been in circulation only five days.

Seeking to make his second major publishing investment in the U.S. within six months, Mr. Vere Harmsworth, chairman of Associated, has been in New York this week heading the negotiations.

Other representatives of Associated, including the company's managing director, Mr. Michael Shields, are with him. Associated's objective is believed to be the acquisition of a controlling interest.

The two sides are thought to be in agreement, but unable to overcome some outstanding issues. One suggestion is that these could involve editorial control.

An important investor in the paper, whose 16 shareholders are listed in the paper, is the publisher Mr. Leonard Safer, who has become publicly identified as the creative spirit behind the new paper.

Associated, which has substantial interests in North Sea oil, is said to have allocated up to \$100m. for investment in the U.S.

Last August, it was involved in the \$5m. purchase of Esquire, in a partnership with Mr. Clay Felker, publisher of New York magazine, who quit the weekly when Mr. Rupert Murdoch's International acquired control.

Mr. Murdoch's company is the publisher of New York's afternoon paper, The Post, and if Associated were to acquire control of The Trib, only two of the city's four daily newspapers would be in American ownership.

Max Wilkinson writes: Associated Newspapers has been interested in making American acquisitions for some time. The editor of the Daily Mail, Mr. David English, spent a considerable part of last year scouting for opportunities in the U.S.

When Associated bought into Esquire, Mr. English helped reorient the magazine. The Daily Mail is shortly to send an assistant editor, Mr. John Womersley, to New York to co-ordinate its U.S. activities.

Scargill pit defeat likely

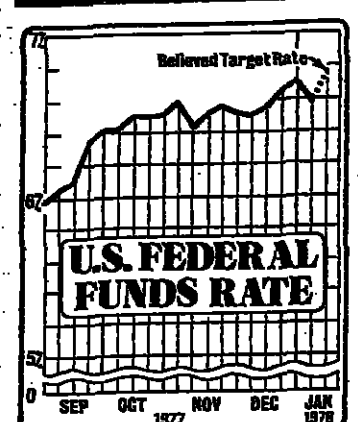
MR. ARTHUR Scargill, the Yorkshire miners' leader, appears to have lost the battle over pit productivity schemes in his own coalfield.

The Coal Board said that nearly all the coalfield's 66 collieries had voted to accept

THE LEX COLUMN

Hopes deferred at Thorn

Index rose 1.5 to 480.9



U.S. equities

Investors traditionally shy of buying shares while a bear market trend is still intact, and that is the problem currently facing the sizeable band of London analysts who keep track of Wall Street.

Over the past year or so there has been plenty of advice about the cheapness of U.S. equities—but they have carried on getting cheaper. This has been quite dramatically true in the past three weeks or so, for since the dollar premium surrender rule was abolished on December 21, not only have U.S. equities weakened in New York but sterling has appreciated against the dollar by some 25 per cent.

While the premium has dropped from around 40 per cent to 34 per cent. During this period, therefore, U.S. shares have become about one-sixth cheaper to U.K. buyers through investment currency (which is the same thing, of course, as saying that existing holders have been having a very unhappy time).

This week at least one firm of London brokers, Grieson Grant, has been advising clients to move into the U.S. market. The reasoning is plausible enough. For the first time since 1973 the U.S. Standard and Poors Industrial Index is selling on the same p/e (about 8.65) as the U.K. FT-Actuaries 600-Share Index, and on very much the same yield (of 5.2 per cent. against 5.4 per cent.). If good quality British and American equities are selling on a similar rating, the question is where long term investors like pension funds should be putting their new money. The answer, according to the promoters of the New World, is not surprising.

The accumulated deficit, following a loss of £3.89m. (a recovery of £981,000 in tax), the whole of last year is a £26m.; and there is no real prospect of contribution from either the hire purchase division (which turned in a profit of £8m. last year, as against £5m. the year before) or the property division, which is still in the red.

So the hopes, insofar as they are any, rest on the emergence of bidders to carve up the main assets. So far there has been not so much as the most tentative approach for the consignment side. And sales of £2m. during a buoyant year have augured well for the enthusiasm with which any potential bid might view the remaining £150m. property portfolio. First National may be slowly reeling its reliance on the support of group (whose loans are down to £212m.), but in investment terms it is still and the living dead.

Craftsmen's strike hits Vauxhall profits

BY TERRY DODSWORTH, MOTOR INDUSTRY CORRESPONDENT

MR. BOB PRICE, chairman of Vauxhall Motors, said yesterday that the month-long craftsmen's strike the company suffered in November destroyed all hopes of a significant profit last year. But he said he was extremely optimistic about prospects in 1978. The company had already won a major truck order from Nigeria worth £24m., and was expecting a substantial increase in output of cars and commercial vehicles.

Vauxhall, owned by General Motors of the U.S. has not made a profit since 1971. But its early production record in 1977 pointed to a significant reverse in the trend, and by the half-way stage it was able to report pre-tax profits of £17m. with every indication that it would do equally well in the second half.

The strike, which closed Vauxhall factories during November, shows the impact which loss of production makes on the costs of a highly-gear motor company.

Despite the loss of output, Vauxhall was able to raise sales by 5.2 per cent. to 120,600 (114,594 in 1976) in the U.K., mainly because a significant proportion of its vehicle supplies now comes from the Continent. But this ability to make up the shortfall was not enough to offset the effects of the strike and the additional sales for which the company is now equipped.

Nevertheless, Vauxhall is pressing ahead with plans for expansion in 1978. It is still recruiting at its three plants, having expanded its labour force by 3,000 last year, and is

expected to increase its car production substantially as output of the Cavalier model builds up at Luton.

There is a strong possibility that a Vauxhall version of the Opel Rekord will also be introduced in the U.K. towards the end of 1978.

Apart from cars, sales in Vauxhall's Bedford commercial vehicle division advanced considerably in the U.K. last year, going up by 13.2 per cent. to 43,047 (38,042) in a market which was only 7.6 per cent. ahead of last year.

Worldwide truck exports increased by 8 per cent. to 43,764, with a 32.7 per cent. expansion on the Continent to 25,306 vehicles.

The new Bedford order from Nigeria, which is for 800 normal-control TJ trucks weighing 6 to 10 tons gross, will be shipped during the year for local assembly by Apsys by Federated Motor Industries.

Vauxhall car sales on the Continent also rose by 7.7 per cent. last year.

Fresh look urged on railway fares

BY CHRISTOPHER DUNN

A "THOROUGHGOING reappraisal" of British Rail's fare structure has been urged by the State-backed Central Transport Consultative Committee.

The consumer watchdog body calls for radical changes to the season ticket system, and possibly its eventual scrapping, with an end to the present wide range of fare discounts, which go up to 45 per cent. according to the type of journey.

It says cut-price fares should be standard—probably about two-thirds of normal fares for all journeys where they seem appropriate.

Timetables should be clearly marked to show which journeys cost the standard fare and which the reduced.

Cheap fares might not be limited to return journeys. Consideration should be given to making cheap rates the norm, with a premium for heavily-used trains.

On season tickets, the committee says they are firmly established in railway tradition and have become a vital component of the social and commercial structure, especially in the South-East.

But there are commercial inconsistencies, with discount varying greatly according to the distance involved. Most season-ticket holders travel in the rush-hour, so a big part of the reduced fare system fails to attract passengers on to off-peak services.

Overall, the need is for British Rail to "provide a clear and simple answer to the clear and simple question, how much does it cost?"

"The travelling public has become increasingly bemused

when contemplating an unfamiliar journey." Widespread disquiet at the complexity of rail fares was "fully justified."

British Rail had for ten years followed a policy under which fares in different parts of the country were adjusted according to local conditions. Before that, fares were worked out on a mileage basis.

The post-1968 policy was right, but British Rail had failed to follow its own logic.

Anomalies had multiplied "tenfold." Many passengers had lost sight of the true reason for reductions.

Special offers to students, housewives and old-age pensioners had created an impression that BR was seeking to "distribute its largesse as a social benefit."

The recently-announced simplified cut-price fare between London and Glasgow was a step in the right direction.

"But if the test of marketing success is to expand one's share of the market, BR has urgent need of a fresh outlook."

The call for a standard discount was rejected by British Rail as it would "severely limit the Board's ability to exploit specific markets."

The introduction of cheap single fares would lose the nationalised industry "a considerable amount of money."

Single journeys accounted for about a fifth of passenger income. No move away from a season-ticket system was planned. Scope for experiment and change was limited by the need to make as much money as possible, and to contain or reduce subsidies from the Government.

Cornwall station marks Marconi anniversary

THE Government has authorised the setting-up of a special amateur radio station in Cornwall as part of the celebrations for the 75th anniversary of Marconi's first two-way commercial radio transmission between Britain and the U.S. Mr. Merlyn Rees, Home Secretary said yesterday.

He told Mr. Robert Adley (C. Christchurch and Lymington) in

a Commons written reply that an invitation to the Queen to send a message to President Carter through the Cornwall Amateur Radio Club to commemorate the anniversary had been declined. International Radio Regulations forbade the use of amateur stations for transmitting international messages for third parties.

Weather

U.K. TO-DAY

DRY but rather cloudy except for sunny intervals in the extreme East and South. London, South, East and Cent. North, England, E. Anglia, Midlands, S. Wales.

Dry, rather cloudy. Sunny intervals. Max. 8C (46F).

Channel Isles, S.W. England. Dry, cloudy. Sunny intervals. Wind light. Max. 10C (50F).

N. Wales, N.W. England, Lakes, Lake of Man, S.W. Scotland. Dry and rather cloudy. Wind moderate to fresh. Max. 9C (48F).

N.E. England, Borders. Dry with sunny intervals. Wind moderate or fresh. Max. 9C (48F).

Highlands, N.E., N.W. Scotland, N. Ireland. Cloudy with rain later. Wind fresh or strong. Max. 9C (48F).

Outlook: Wintry showers and bright intervals becoming colder.

BUSINESS CENTRES

City	Mid-day	City	Mid-day
Athens	15.20	Luxembourg	15.20
Bombay	15.20	Madrid	15.20
Buenos Aires	15.20	Manila	15.20
Cairo	15.20	Medan	15.20
Hong Kong	15.20	Montevideo	15.20
London	15.20	Mumbai	15.20
Lyons	15.20	Nairobi	15.20
Paris	15.20	Rangoon	15.20
Rome	15.20	Singapore	15.20
Sydney	15.20	Tokyo	15.20
Taipei	15.20	Yokohama	15.20
Yokohama	15.20		

HOLIDAY RESORTS

City	Mid-day	City	Mid-day
Algeria	15.20	Las Vegas	15.20
Amsterdam	15.20	London	15.20
Antwerp	15.20	Madrid	15.20
Batavia	15.20	Manila	15.20
Bombay	15.20	Medan	15.20
Buenos Aires	15.20	Montevideo	15.20
Cairo	15.20	Mumbai	15.20
Hong Kong	15.20	Nairobi	15.20
London	15.20	Rangoon	15.20
Lyons	15.20	Singapore	15.20
Paris	15.20	Tokyo	15.20
Rome	15.20	Yokohama	15.20
Sydney	15.20		

Distillers defies EEC on whisky

BY GUY DE JONQUIERES

BRUSSELS, Jan. 13.

DISTILLERS indicated to-day that it did not intend to budge on its decision to decline to draw Johnnie Walker Red Label and Dimple Haig whisky from the British market, despite renewed warnings from the European Commission that these actions could invite fresh legal investigation under the EEC's competition rules.

Mr. David Kerr, Distillers' executive in charge of whisky sales to the EEC, said that the company would have to consider withdrawing other brands from U.K. sale if it were not allowed by the Price Commission to raise prices by up to 50p a bottle.

Mr. Kerr spoke after a meeting with the EEC Commissioner for competition policy, Mr. Raymond Vonn, to explain why it had halted U.K. sales of two brands and raising the prices of others, rather than lowered Continental prices as the Commission would have liked.

The Commission, which feels that its own case has been misrepresented in the U.K., had wanted to discuss other ways in which Distillers could obey its order.

But Mr. Kerr said he did not expect the company to alter its decisions as a result of today's talks.

The Commission is already studying the withdrawal of the Johnnie Walker and Dimple brands from the U.K. under the "refusal to sell" provisions of Articles 85 and 86 of the Rome Treaty.

It said to-day that it would subject any similar future decisions by Distillers to the same examination.

Distillers has said that it had to withdraw the two brands to protect export sales, which are vastly greater than domestic sales.

It would justify its application for price rises to the Price Commission on the same grounds, rather than on the basis of cost increases.

The company has claimed that unless these price increases were

granted in full, U.K. wholesalers would undermine the position of distillers' Continental distributors by exporting whisky direct to other parts of the EEC at a price below that paid by the distributors.

This would lead to a drop in prices on the Continent, to the detriment of the distributors who needed to spend about £5 per case on promoting whisky in their markets.

Distillers confirmed to-day that the brand of Red Label might persuade some customers to move to the more expensive Black Label brand.

Kenneth Gooding writes: The export price of Scotch whisky is to go up by about 10 per cent. or just under 9p a bottle from February 1. This will put pressure on companies to make adjustments in the U.K.

The Scotch Whisky Association has recommended to its members an increase in the price of standard, bottled Scotch of £1.05 a case (of 12 bottles) to £11.15.

The recommendation does not cover two areas which together represent about half the export trade—the U.S. and the EEC.

However, the Scotch companies in the past have usually increased the Common Market price, along with that for the territories covered by the association agreement.

The association export price last went up in January 1977, and the EEC price followed in April.

Last year Scotch export prices went up 20 per cent. and this helped lift export earnings to about £500m. from £437m. in spite of a small increase—perhaps 2 per cent.—in the volume shipped.

In the important U.S. market, which accounted in 1977 for 35 per cent. of total Scotch exports against 18 per cent. in the EEC, the price has remained unchanged since 1974.

How to get your own back when you retire

As a Director or Executive you'll know how punitive taxation is for high income earners. But its effect can be lessened. Under present pensions legislation your company can invest from pre-tax profits for your personal benefit.

Based on a range of specialised tax-exempt Funds, Property Growth have devised the **Directors' & Executives' Plan '100'** to take maximum advantage of current tax concessions. It offers you a choice of a large tax-free cash sum on retirement; a fixed or growing lifetime income; or a combination of both—plus further valuable options for the benefit of dependants.

It's a great way to convert current tax concessions to your advantage later.

Directors' & Executives' Plan '100' from Property Growth

For full details contact:
Property Growth Assurance Company Limited,
Head Office: Leon House, High Street, Croydon, CR8 1LU.
Telephone: 01-680 0606

PROPERTY GROWTH ASSURANCE
A member of the Phoenix Assurance Group

Registered at the Post Office. Printed by St. Clement's Press for and published by the Financial Times Ltd., Broadland House, 15, Broad Street, London EC4A 3DF.
© The Financial Times Ltd., 1977